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American
Dental
Association

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The Bureau of Economic and
Behavioral Research

The 1989 Survey of Dental Practice

Patient Visits to the Dentist

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HIGHLIGHTS

- For independent dentists, the mean weekly total patient visits (scheduled, walk-in, and emergency visits) excluding those with hygienists appointments only was 65.5. Independent general practitioners treated 58.1, and independent specialists treated an average of 98.8 patients per week.

- The mean weekly total patient visits (scheduled, walk-in, and emergency visits) treated by independent dentists including hygienist visits was 83.5. Independent general practitioners treated an average of 78.0 patients per week, and independent specialists treated an average of 108.1 patients weekly.

- For all dentists, the average number of walk-in and emergency visits per week was 5.5. This figure was 5.5 for independent dentists, 5.1 for solo dentists, and 5.6 for independent dentists graduating since 1980.

- The average scheduled length of an appointment was 42.7 minutes. Both independent and solo dentists scheduled appointments for an average length of 42.4 minutes. Independent dentists graduating since 1980 scheduled slightly longer appointments, averaging 45.8 minutes.

INTRODUCTION

This report provides descriptive statistics on patient visits to private practitioners in the U.S. during the year 1988. The data is drawn from the 1989 Survey of Dental Practice. Weekly and yearly patient loads are examined by determining the number of scheduled, walk-in and emergency, and total visits. Separate analyses were performed to include and exclude appointments scheduled primarily for hygienist treatment. Dentists were asked to respond to the survey regarding patient care that they personally provided.

Data for weekly and yearly visits are provided. Please note that yearly data is obtained by multiplying weekly figures by the number of weeks worked per year.

Tables are presented separately for four groups: all dentists in private practice, independent dentists, solo dentists, and independent dentists graduating since 1980. The tables are subdivided to provide information for general practitioner and specialist groups as well as for all dentists in each of the four categories.

Note: There were too few respondents in the category "independent specialists graduating since 1980 who employ hygienists" to allow for reliable statistical analysis. Results are not presented for this group.

ALL DENTISTS

Patient Visits

The average number of total patient visits per week for all dentists, including hygienist visits, was 82.2. This figure includes scheduled, walk-in and emergency visits. Excluding hygienist visits, the mean number of total patient visits per week was 64.4. The average number of total patient visits per week for a general practitioner excluding hygienist visits was 57.3. For a specialist, this number was 97.5.

For all dentists, there were about 5.5 patient walk-in and emergency visits per week. The average number of walk-in and emergency visits per year for all dentists was 264.3. General practitioners treated 261.1, and specialists saw 279.2 unscheduled appointments annually.

Annually, excluding hygienist visits, the total number of patient visits for all dentists was 3,070.7. The mean was 2,745.5 for general practitioners and 4,582.6 for specialists. Including hygienist visits, the annual figures were 3,923.4 total patient visits for all dentists, 3,681.6 for general practitioners, and 5,043.0 for specialists.

Patient Waiting Time

A patient of record had to wait an average of 6.1 days to get an initial appointment of a series. (This average excludes emergency cases.) For a new patient, the waiting time would have been an average of 6.4 days. Once a patient of record had arrived for an appointment, his or her average waiting time before being seen by the dentist would have been 8.0 minutes; for a new patient, the average waiting time was 8.4 minutes.

Among all general practitioners, patients of record had to wait an average of 6.3 days for an initial appointment, while new patients waited an average of 6.4 days. After arriving in the office, a patient of record waited an average of 7.8 minutes; a new patient waited an average of 8.2 minutes.

Among all specialists, patients of record had to wait an average of 5.3 days for an initial appointment, while new patients waited an average of 6.4 days. After arriving in the office, a patient of record waited an average of 9.1 minutes; a new patient waited an average of 9.5 minutes before being seen by the dentist.

Patient Traveling Time

Private practitioners reported that an average of 40.3% of their patients lived or worked within walking distance or a one to ten minutes drive from the primary practice. They reported that an average of 47.7% of their patients traveled 11 to 39 minutes and that an average of only 12.0% were located a 40 or more minutes drive from the primary practice.

The GPs in this group reported that an average of 41.5% of their patients lived or worked within walking distance or a one to ten minutes drive from the primary practice. They reported that an average of 46.8% of their patients traveled 11 to 39 minutes and that an average of 11.7% traveled 40 or more minutes to reach the primary practice.

Compared to GPs, specialists estimated higher percentages of patients traveling further to reach the practice office. Specialists reported that most of their patients (51.6%) traveled 11 to 39 minutes to reach the practice office. Approximately one third of their patients (34.9%) traveled one to ten minutes, and 13.5% were located 40 or more minutes from the primary practice.

Scheduled Length of Appointment

The average scheduled length of an appointment for all dentists for 1988 was 42.7 minutes. General practitioners tended to schedule longer appointments (44.3 minutes) than did specialists (35.0 minutes).

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	5.5	1736	5.9	722	5.5	2458
SCHEDULED VISITS TREATED	71.4	1646	100.9	688	76.7	2334
TOTAL VISITS PER WEEK	76.8	1646	106.9	688	82.2	2334

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	5.5	1736	5.9	722	5.5	2458
SCHEDULED VISITS TREATED	51.8	1730	91.5	720	58.8	2450
TOTAL VISITS PER WEEK	57.3	1730	97.5	720	64.4	2450

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	261.1	1736	279.2	722	264.3	2458
SCHEDULED VISITS TREATED	3423.1	1646	4760.3	688	3660.6	2334
TOTAL VISITS PER YEAR	3681.6	1646	5043.0	688	3923.4	2334

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	261.1	1736	279.2	722	264.3	2458
SCHEDULED VISITS TREATED	2485.9	1730	4302.7	720	2807.5	2450
TOTAL VISITS PER YEAR	2745.5	1730	4582.6	720	3070.7	2450

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

INDEPENDENT, SOLO, AND INDEPENDENT DENTISTS GRADUATING SINCE 1980: OVERVIEW

Patient Visits

As indicated in the following table, the number of weekly patient visits did not differ greatly across groups. Only the independent dentists graduating since 1980 differed from the other groups by reporting a slightly lower average number of patients treated per week.

Mean Number of Total Patient Visits Per Week
(Scheduled Visits Actually Treated Plus Walk-In and
Emergency Visits) NOT Including Hygienist Visits, 1988

	All (Weighted)	General Practitioners	Specialists
All Dentists	64.4	57.3	97.5
Independent Dentists	65.5	58.1	98.8
Solo Dentists	63.9	57.1	97.5
Independent Dentists Graduating Since 1980	58.8	56.3	87.1

Source: American Dental Association, 1989 Survey of Dental Practice.

On average, all dentists saw 5.5 patients on a walk-in or emergency basis per week in 1988. Specialists saw slightly more, 5.9, while general practitioners saw 5.5 unscheduled patients per week. The following table details the average number of unscheduled visits per week for different dentist groups.

Mean Walk-In and Emergency Visits Per Week, 1988

	All (Weighted)	General Practitioners	Specialists
All Dentists	5.5	5.5	5.9
Independent Dentists	5.5	5.4	6.0
Solo Dentists	5.1	5.2	4.9
Independent Dentists Graduating Since 1980	5.6	5.7	4.2

Source: American Dental Association, 1989 Survey of Dental Practice.

Patient Waiting Time

The following table compares the average number of days that dentists in each group estimated their patients would have to wait for an initial appointment of a series (excluding emergency visits).

Average Waiting Time for an Initial Appointment (excluding emergencies), 1988

	All (Weighted)	General Practitioners	Specialists
All Dentists			
Patient of Record	6.1 days	6.3 days	5.3 days
New Patient	6.4	6.4	6.4
Independent Dentists			
Patient of Record	6.2	6.4	5.3
New Patient	6.5	6.5	6.4
Solo Dentists			
Patient of Record	6.1	6.2	5.3
New Patient	6.4	6.4	6.5
Independent Dentists Graduating Since 1980			
Patient of Record	5.7	5.8	4.2
New Patient	5.6	5.6	5.3

Source: American Dental Association, 1989 Survey of Dental Practice.

The average number of days a patient of record had to wait for an initial appointment was similar for all groups analyzed and ranged from 4.2 to 6.4 days. New patients generally had a slightly longer wait which ranged from 6.4 to 6.5 days for all groups except independent dentists graduating since 1980. For these younger dentists, the average wait for a new patient was no longer than the average wait for a patient of record except for specialists for whom the average wait differed by 1.1 days.

The following table details the average time a dentist estimated that his or her patients would have to wait for their appointments after arriving in the dentist's office.

Average Patient Office Waiting Time
After Arriving for an Appointment, 1988

	All (Weighted)	General Practitioners	Specialists
All Dentists			
Patient of Record	8.0 minutes	7.8 minutes	9.1 minutes
New Patient	8.4	8.2	9.5
Independent Dentists			
Patient of Record	7.9	7.6	9.1
New Patient	8.2	8.0	9.5
Solo Dentists			
Patient of Record	7.6	7.5	8.5
New Patient	8.0	7.9	8.9
Independent Dentists Graduating Since 1980			
Patient of Record	7.8	7.7	8.4
New Patient	8.5	8.4	9.0

Source: American Dental Association, 1989 Survey of Dental Practice.

Patient Traveling Time

The table on the next page details the dentists' average estimates of the distances their patients traveled to reach the primary practice office. For all groups except the independent dentists graduating since 1980, most patients traveled 11 to 39 minutes to reach the primary practice office. Among the dentists graduating since 1980, a higher percentage were estimated to be within walking distance or a one to ten minutes drive than were in any other group, and a lower percentage were estimated to live or work a 40 or more minutes drive from the practice than were in the other groups. The independent specialists graduating since 1980 follow the same pattern as all the other specialists.

Mean Reported Patient Traveling Time to Reach the Office, 1988

	All (Weighted)	General Practitioners	Specialists
All Dentists			
Patients traveling:			
by foot or a 1-10 minutes drive	40.3%	41.5%	34.9%
11-39 minutes drive	47.7	46.8	51.6
40+ minutes drive	12.0	11.7	13.5
Independent Dentists			
Patients traveling:			
by foot or a 1-10 minutes drive	40.6	41.8	34.8
11-39 minutes drive	47.5	46.6	51.8
40+ minutes drive	11.9	11.6	13.4
Solo Dentists			
Patients traveling:			
by foot or a 1-10 minutes drive	40.7	41.5	36.6
11-39 minutes drive	47.3	46.7	50.8
40+ minutes drive	12.0	11.8	12.6
Independent Dentists Graduating Since 1980			
Patients traveling:			
by foot or a 1-10 minutes drive	47.2	48.3	34.7
11-39 minutes drive	43.2	42.5	51.4
40+ minutes drive	9.6	9.3	13.8

Source: American Dental Association, 1989 Survey of Dental Practice.

Scheduled Length of Appointments

The scheduled length of an appointment did not differ greatly across groups, except for independent dentists graduating since 1980, who tended to schedule appointment 2.0 to 5.9 minutes longer than dentists in the other groups. In general, specialists scheduled shorter appointments than general practitioners. The following table illustrates the average length of scheduled appointments.

Average Length of Scheduled Appointments, 1988

	All (Weighted)	General Practitioners	Specialists
All Dentists	42.7 minutes	44.3 minutes	35.0 minutes
Independent Dentists	42.4	44.1	34.8
Solo Dentists	42.4	44.1	34.5
Independent Dentists Graduating Since 1980	45.8	46.3	40.4

Source: American Dental Association, 1989 Survey of Dental Practice.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	5.4	1584	6.0	684	5.5	2268
SCHEDULED VISITS TREATED	72.6	1513	102.1	656	78.0	2169
TOTAL VISITS PER WEEK	78.0	1513	108.1	656	83.5	2169

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	5.4	1584	6.0	684	5.5	2268
SCHEDULED VISITS TREATED	52.7	1579	92.8	682	60.0	2261
TOTAL VISITS PER WEEK	58.1	1579	98.8	682	65.5	2261

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	5.8	1005	4.7	191	5.7	1196
SCHEDULED VISITS TREATED	86.5	956	104.1	175	88.0	1131
TOTAL VISITS PER WEEK	92.2	956	108.8	175	93.6	1131

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	258.1	1584	279.9	684	262.1	2268
SCHEDULED VISITS TREATED	3481.5	1513	4813.9	656	3725.4	2169
TOTAL VISITS PER YEAR	3737.0	1513	5097.5	656	3986.1	2169

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	258.1	1584	279.9	684	262.1	2268
SCHEDULED VISITS TREATED	2528.0	1579	4360.6	682	2862.4	2261
TOTAL VISITS PER YEAR	2784.5	1579	4641.2	682	3123.3	2261

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	275.6	1005	225.1	191	271.1	1196
SCHEDULED VISITS TREATED	4139.1	956	4984.1	175	4212.2	1131
TOTAL VISITS PER YEAR	4412.9	956	5210.6	175	4481.8	1131

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	5.2	1169	4.9	454	5.1	1623
SCHEDULED VISITS TREATED	72.8	1116	103.6	435	77.9	1551
TOTAL VISITS PER WEEK	77.9	1116	108.6	435	83.0	1551

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	5.2	1169	4.9	454	5.1	1623
SCHEDULED VISITS TREATED	52.0	1164	92.6	452	58.8	1616
TOTAL VISITS PER WEEK	57.1	1164	97.5	452	63.9	1616

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	5.6	686	4.5	121	5.5	807
SCHEDULED VISITS TREATED	90.2	651	104.5	111	91.3	762
TOTAL VISITS PER WEEK	95.8	651	109.0	111	96.9	762

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	245.7	1169	233.3	454	243.6	1623
SCHEDULED VISITS TREATED	3495.6	1116	4917.7	435	3734.0	1551
TOTAL VISITS PER YEAR	3739.1	1116	5154.0	435	3976.3	1551

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	245.7	1169	233.3	454	243.6	1623
SCHEDULED VISITS TREATED	2501.7	1164	4385.0	452	2816.5	1616
TOTAL VISITS PER YEAR	2745.3	1164	4619.1	452	3058.5	1616

SOURCE: AMEICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	269.9	686	215.2	121	265.3	807
SCHEDULED VISITS TREATED	4331.7	651	5026.2	111	4388.0	762
TOTAL VISITS PER YEAR	4602.0	651	5242.6	111	4653.9	762

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	5.7	317	4.2	55	5.6	372
SCHEDULED VISITS TREATED	64.3	303	89.9	52	66.4	355
TOTAL VISITS PER WEEK	70.0	303	94.3	52	72.0	355

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	5.7	317	4.2	55	5.6	372
SCHEDULED VISITS TREATED	50.6	316	83.0	55	53.2	371
TOTAL VISITS PER WEEK	56.3	316	87.1	55	58.8	371

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST*		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	6.0	168	--	13	5.9	181
SCHEDULED VISITS TREATED	78.7	160	--	12	79.1	172
TOTAL VISITS PER WEEK	84.7	160	--	12	85.1	172

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

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*The number of cases was too small to allow for reliable statistical analysis.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	280.9	317	200.3	55	274.3	372
SCHEDULED VISITS TREATED	3138.5	303	4343.2	52	3236.6	355
TOTAL VISITS PER YEAR	3418.3	303	4555.1	52	3510.9	355

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	280.9	317	200.3	55	274.3	372
SCHEDULED VISITS TREATED	2469.6	316	4006.9	55	2596.5	371
TOTAL VISITS PER YEAR	2749.9	316	4207.2	55	2870.2	371

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1988

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST*		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WALK-IN AND EMERGENCY VISITS	294.6	168	—	13	289.2	181
SCHEDULED VISITS TREATED	3835.6	160	—	12	3857.3	172
TOTAL VISITS PER YEAR	4129.3	160	—	12	4146.3	172

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

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*The number of cases was too small to allow for reliable statistical analysis.

SURVEY METHODOLOGY

The 1989 Survey of Dental Practice (SDP) was a condensed version of the long-form 1988 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1989 SDP was initially mailed in February 1989. Two follow-up mailings to non-respondents occurred in March and April 1989. A telephone follow-up to non-respondents was conducted in May and June 1989. Coding, hand-editing, and computer processing were completed in August 1989. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 67.4%, of specialists, 32.6%.

The weights were computed as follows:

General Practitioner	.80/.6739490 = 1.187033
Specialist	.20/.3260509 = 0.613401

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1988) practice prior to 1988.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries/receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA

American
Dental
Association

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1989 Survey of Dental Practice

Please answer **all** questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1988? (Please circle one response for EACH column.)

	Primary Occupation	**Secondary Occupation**
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/ staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1988.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1988, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary** practice during 1988), please give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	**Secondary Practice**
2. What was the zip code of your practice(s) during 1988?	______	______
	zip code	

	Primary Practice	**Secondary Practice**
3. In what year did you **first** become associated with the primary/secondary practice where you practiced during 1988?	19 ____	19 ____

4. Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

	Primary Practice	**Secondary Practice**
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ______________		

5. Which **one** of the following **best** describes your employment status in the practice(s) during 1988?

	Primary Practice	**Secondary Practice**
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ______________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1988.

	Primary Practice	**Secondary Practice**
The average number of:		
a. **Total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **Emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1988.

	Primary Practice	**Secondary Practice**
a. Total number of **weeks** worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8. During a typical week in 1988, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)

	Primary Practice Percentage of Time Per Week
a. Diagnostic (exams, x-rays, etc.)	________%
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	________%
c. Operative (restoration, amalgams, inlays, etc.)	________%
d. Prosthodontic	________%
e. Endodontic	________%
f. Periodontic	________%
g. Orthodontic	________%
h. Oral and maxillofacial surgery	________%
i. General services (anesthesia, patient management, counseling, miscellaneous)	________%
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1988. ________ minutes

10. What was **your** 1988 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice?	$________
b. Your secondary practice (if applicable)?	$________
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$________

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1988. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	______
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	______

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the following practice areas in the **primary practice** during 1988.

	Number of Dentist Positions	
	full-time	**part-time**
a. General practice	______	______
b. Specialty	______	______

13. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1988. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a. Dental hygienist(s)	______	______
b. Chairside assistant(s)	______	______
c. Secretary/receptionist(s)*	______	______
d. Dental laboratory technician(s)	______	______
e. Bookkeeper, business personnel	______	______
f. Other, please specify ______	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. For the **entire primary practice** in 1988, please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	**Chairside Assistants**
a. Number of open positions:		
filled in 1988	______	______
unfilled in 1988	______	______
b. Average number of weeks position(s) was open	______	______

15. In 1988, what would the practice have paid as a starting salary for new employees with no prior experience in the following auxiliary positions?

	Starting Salary
a. Dental hygienist	$______/hour
b. Chairside assistant	$______/hour

16. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1988. (If no hygienists were employed, skip to question 17.)

______ total visits per week

17. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1988. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary/ Commission (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental Hygienist(s):								
Position #1	☐	$______	______	______	______	______	______	______
Position #2	☐	$______	______	______	______	______	______	______
Chairside Assistant(s):								
Position #1	☐	$______	______	______	______	______	______	______
Position #2	☐	$______	______	______	______	______	______	______
		per year	weeks	hours	years	months	years	months

18. a. In 1988, was your **primary practice** located in more than one office?

Yes 1
No (Skip to question 19.) 2

b. If yes, indicate the number of offices associated with your **primary practice** .... ______

19. In the **entire primary practice** during 1988:

a. What was the total number of operatories? .... ______ operatories

b. What was the total square feet of office space? .... ______ square feet

If you were a solo practitioner during 1988, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1988:

The average number of:	**Entire Practice**
a. **Total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	______ visits per week
b. **Emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	______ visits per week

21. For the entire year of 1988, indicate the **total** number of **patients** treated by the **primary practice.**

	______ total patients

22. For the **entire primary practice** during 1988, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	new patient
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

23. Approximately what percentage of the patients who visited the primary practice in 1988

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $10,000?	______%
$10,000 to 29,999?	______%
$30,000 or more?	______%
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	**100%**
d. were:	
male?	______%
female?	______%
Total	**100%**
e. traveled various distances (from work or home) to your **primary practice** office:	
within walking distance or a 1-10 minute drive or transportation	______%
within 11-39 minute drive or transportation	______%
within 40 or more minute drive or transportation	______%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1988. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	Usual Fee
a. Periodic oral examination (excluding radiographs)	☐	$______
b. Bitewing radiographs, four films	☐	$______
c. Dental prophylaxis, for adults	☐	$______
d. Pit and fissure sealant, per tooth	☐	$______
e. Topical fluoride treatment (including prophylaxis), child	☐	$______
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$______
g. Fixed unilateral space maintainer	☐	$______
h. Crown (full cast), high noble metal	☐	$______
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$______
j. Periodontal scaling and root planing—per quadrant	☐	$______
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$______
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$______

25. In the **entire primary practice,** what was the total amount of **fees** charged for the dental care provided during 1988 (annual billing)? $______

26. What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	______%
c. as direct payment from private insurance carriers?	______%
d. from other sources of payment? Please specify ______	______%
Total	**100%**

27. During 1988, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1988? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$______
b. Yearly mortgage (including interest)	$______
c. Total salaries, wages and commissions of non-dentist employees	$______
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$______
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$______
f. Dental supplies	$______
g. Commercial dental laboratory charges	$______
h. Advertising expenses	$______

29. What were the **total professional expenses** of operating the **entire primary practice** during 1988? $______
(This figure should be greater than the sum of the figures in question 28.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

ADA

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The Bureau of Economic and
Behavioral Research

A1475-11.4

The 1989 Survey of Dental Practice

Dentists in Nonsolo and Solo Practice

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HIGHLIGHTS

- The average number of hours per week a dentist spent in his or her office was virtually the same for solo and nonsolo dentists. Nonsolo dentists averaged 36.9 hours in the office, and solo dentists averaged 37.3 hours. Similarly, there was little difference between nonsolos and solos in hours per week spent treating patients, with nonsolo dentists reporting an average of 32.7 hours compared to 33.1 for solo dentists.

- The average age of solo dentists (46 years) was about three years greater than that of nonsolo dentists (43 years). This difference was consistent within gender. Among male dentists, the average age of solo dentists was two years greater than nonsolo dentists. Among females, there was a three year difference between groups (37 years of age among solo females and 34 years of age among nonsolo females).

- The average number of patient visits per week (excluding hygienist visits) was almost the same among nonsolo (65.7) and solo (63.9) dentists. Among both nonsolo and solo dentists, specialists reported more patient visits per week than did GPs.

- Both solo and nonsolo dentists treated an average of 1.8 patients per hour. Among general practitioners, the figure was 1.6 for both nonsolos and solos. The same pattern held for nonsolo and solo specialists; specialists in both groups reported treating 2.8 patients per hour.

- There were no striking differences between patients of nonsolo and solo dentists. Among both nonsolo and solo dentists, the majority of patients were between 15 and 65 years of age and were covered by private insurance. Approximately half of the patients of both nonsolo and solo dentists had estimated annual incomes of $30,000 or more, and 41-45% earned between $10,000 and $29,999.

- Net income from a primary private practice was higher among nonsolo dentists ($85,849) than among solo dentists ($80,734). This held true among GP and specialist groups where the nonsolo dentists earned more than their solo counterparts. However, the difference between groups was smaller among GPs (under $2,000) than it was among specialists, where the difference was over $10,000.

- Depending on the practice's status, salaries to owner dentists may or may not be included in a practice's total expenses. Salaries to shareholder dentists in incorporated practices are counted as practice expenses, while salaries to owners in unincorporated practices are not. To compare unincorporated and incorporated practices, shareholder salaries were excluded from total practice expenses for the analyses below and on pages 19 and 29. If shareholder salaries are included in practice expenses, the percentages detailed in the tables rise according to the proportions of incorporated practices in each category. If shareholder salaries are included in expenses, the percentage of gross billings allotted to expenses in nonsolo practices is 78.0. Among solo practices, this percentage is 65.4 when shareholder salaries are included as an expense item.

Practice Expenses as a Percentage of Practice Gross Income for Nonsolo and Solo Dentists, 1988
(excluding shareholder salaries)

	General Practitioners	Specialists	All
Nonsolo	65.3%	57.5%	63.8%
Solo	58.8	50.9	57.6

Source: American Dental Association, 1989 Survey of Dental Practice.

- As expected, substantial differences occur between nonsolo and solo dentists in the total number of personnel employed. Over eighty percent (84.9%) of the nonsolo dentists reported having four or more (full- or part-time) employees, compared to 47.1% for solo dentists.

* Nearly half (45.9%) of the solo dentists did not employ full- or part-time dental hygienists, while only 32.0% of all nonsolo dentists did not employ hygienists. Nearly half of the solo dentists employed only one chairside assistant (48.3%), and two-fifths (41.1%) employed two or more assistants. Nonsolo dentists tended to employ more assistants than solo dentists; only 12.5% of nonsolo dentists employed one assistant while 83.8% employed two or more assistants.

* The following table illustrates the employment of hygienists and chairside assistants among nonsolo and solo dentists.

Percent of Nonsolo and Solo Dentists Employing One or More Hygienist or Chairside Assistant, 1988

	General Practitioners	Specialists	All
Percent Employing Hygienists			
Nonsolo	77.3%	31.3%	68.0%
Solo	59.6	27.0	54.1
Percent Employing Chairside Assistants			
Nonsolo	96.0%	97.8%	96.3%
Solo	88.8	92.7	89.5

Source: American Dental Association, 1989 Survey of Dental Practice.

INTRODUCTION

This report provides descriptive statistics drawn from the 1989 Survey of Dental Practice on nonsolo and solo private practitioners in the United States for the year 1988. Topics covered include the dentists' practice status, characteristics of patients, employment of auxiliary personnel, and income and expenditures for the practice and the dentist.

Tables are presented separately for nonsolo and solo dentists. Each section is preceded by a brief summary citing statistics on responding dentists in each category. The tables present detailed data broken down by specialty status for each of the two categories.

The sample used in this survey was a sample of dentists and NOT a sample of dental practices. Responses were obtained from individual dentists, not the practice as a whole.

Since data was not collected from all dentists in a nonsolo practice, answers to certain questions cannot be provided. For example, the average dentist age per practice is not available since the age of each dentist in a practice was not collected; only the age of the respondent dentist is available.

NONSOLO DENTISTS

Among all nonsolo dentists, 35.0% were shareholders in an incorporated practice. Over half (51.3%) of nonsolo specialists and 31.0% of nonsolo general practitioners reported that they were shareholders. There was a greater tendency for nonsolo GPs to be sole proprietors in an unincorporated practices (22.4% of GPs were sole proprietors) than there was among nonsolo specialists (12.0% of specialists were sole proprietors).

Of all nonsolo dentists, 49.6% reported employing one full- or part-time dentist. Similarly, half (50.7%) of nonsolo GPs employed one full- or part-time dentist. Among specialists, 41.3% of the dentists employed one dentist and 44.3% employed no dentists. Among general practitioners, only 23.8% reported employing no dentists.

Among nonsolo dentists in unincorporated practices, 53.8% were sole proprietors, 38.6% worked in practices with two owners and 7.6% worked in practices with three or more owners. Among dentists in incorporated practices, 53.3% worked in practices owned by one shareholder and 31.7% worked in practices with two shareholders. Most independent contractors (80.8%) worked in incorporated or unincorporated practices owned by one dentist.

Overall, nonsolo dentists averaged 43 years of age, and specialists were older (46 years) than GPs (42 years). Fifty percent of nonsolo dentists graduated from dental school prior to 1973. Nonsolo dentists spent an average of 47.4 weeks per year in the office and worked an average of 36.9 hours per week. Work schedules were similar in both GP and specialist groups.

Nonsolo dentists treated an average of 65.7 patient visits per week (excluding hygienist visits). On average, nonsolo specialists treated more patients (97.6) than did nonsolo GPs (57.8). Per hour, dentists in group practice treated an average of 1.8 patients. Nonsolo specialists reported a slightly higher average, 2.8 patients per hour, and nonsolo general practitioners reported an average of 1.6 patients per hour.

Half (50.7%) of the patients seen by nonsolo dentists had annual family incomes of $30,000 or more. General practitioners and specialists estimated similar percentages of patients in this income bracket. Just under two thirds (64.7%) of nonsolo dentists' patients were covered by private insurance programs. Again, GPs and specialists reported similar patient characteristics.

NONSOLO DENTISTS (continued)

Over eighty percent (84.9%) of all nonsolo dentists employed four or more full- or part-time employees. Only 14.3% of nonsolo dentists employed one to three employees, and only 0.8% had no employees.

The average annual practice gross income reported by nonsolo dentists was $532,351. Gross income was substantially higher for nonsolo specialist practices and was lower for nonsolo GP practices. Gross income per dentist in a nonsolo practice averaged $194,015 among all dentists, $181,187 among GPs, and $245,279 among specialists. Approximately the same percentage of gross income was paid by direct patient payment (44.5%) as was paid by private insurance (50.3%). An average of only 4.2% of gross income was paid by government programs.

Total practice expenses for all nonsolo dentists averaged $377,272. Of this, 28.6% was accounted for by wage payments to non-dentist employees, 11.9% by laboratory charges and 9.8% by purchases of dental supplies. Among dentists who rented office space, rent payments accounted for 8.8% of total expenses. Among dentists owning their offices, mortgage payments accounted for 10.9% of total expenses. Total practice expenses averaged $353,577 for nonsolo GPs and $471,544 for specialists.

Among all nonsolo practices, expenses accounted for an average of 63.8% of gross billings. This figure excludes shareholder salaries from the total practices expenses of an incorporated practice. If shareholder salaries are included, an average of 90.5% of an incorporated practice's gross income is accounted for by expenses. Excluding these salaries, incorporated practices average a lower percentage of gross income to expenses (60.2%) than do unincorporated practices (66.7%).

The average net income derived from a primary private practice was $85,849 for all nonsolo dentists. Nonsolo GPs reported an average of $76,342 while nonsolo specialists reported an average of $125,023. All nonsolo dentists earned an average of 0.4% of their total income (income from private practice plus income from other dental sources) from other dental sources. This percentage was higher among nonsolo general practitioners (1.4%) and lower among specialists (0.1%).

CURRENT EMPLOYMENT STATUS

PERCENTAGE OF DENTISTS CURRENTLY PRACTICING AS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	N *	PERCENT	N	PERCENT	N
SOLE PROPRIETOR	22.4	16	12.0	22	20.3	186
PARTNER	20.6	15	22.7	42	21.0	192
SHAREHOLDER, INCORPORATED PRACTICE	31.0	227	51.3	94	35.0	321
EMPLOYED - INCORPORATED PRACTICE	11.3	83	6.0	11	10.3	94
EMPLOYED - UNINCORPORATED PRACTICE	6.2	45	2.3	4	5.4	49
INDEPENDENT CONTRACTOR	8.6	63	5.7	10	8.0	73
ALL - WEIGHTED	100.0	732	100.0	184	100.0	916

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

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*Throughout the report,"N" refers to the number of survey respondents.

AGE BY GENDER AND DENTIST TYPE
GRADUATION YEAR BY DENTIST TYPE

GENDER	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	MEDIAN	N	MEAN	MEDIAN	N	MEAN	MEDIAN	N
	AGE			AGE			AGE		
MALE	43	41	560	46	46	284	44	42	844
FEMALE	33	33	57	41	36	16	34	33	73
ALL	42	40	617	46	45	300	43	41	917
	GRADUATION YEAR			GRADUATION YEAR			GRADUATION YEAR		
ALL	72	75	617	68	68	300	71	73	917

NUMBER OF OWNERS BY RESPONDENT'S PRACTICE TYPE

NUMBER OF OWNERS	PRACTICE TYPE							
	UNINCORPORATED PRACTICE		INCORPORATED PRACTICE		INDEPENDENT CONTRACTORS		ALL WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N	PERCENT	N
ONE	53.8	252	53.3	231	80.8	65	55.8	548
TWO	38.6	181	31.7	137	15.8	13	33.7	331
THREE	4.2	20	9.8	42	1.7	1	6.4	63
FOUR OR MORE	3.4	16	5.2	23	1.7	1	4.1	40
ALL	100.0	469	100.0	432	100.0	81	100.0	982

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

NUMBER OF FULL- OR PART-TIME EMPLOYEE DENTISTS BY RESPONDENT'S PRACTICE TYPE

NUMBER OF EMPLOYED DENTISTS	PRACTICE TYPE							
	UNINCORPORATED PRACTICE		INCORPORATED PRACTICE		INDEPENDENT CONTRACTORS		ALL WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N	PERCENT	N
ZERO	34.0	159	22.3	96	2.2	2	26.2	257
ONE	51.3	240	48.2	209	47.6	39	49.6	488
TWO	9.2	43	14.0	61	14.8	12	11.8	116
THREE	2.4	11	6.4	28	15.3	12	5.2	51
FOUR OR MORE	3.1	15	9.1	40	20.0	16	7.2	70
ALL	100.0	469	100.0	432	100.0	81	100.0	982

NUMBER OF FULL- OR PART-TIME EMPLOYEE DENTISTS BY DENTIST TYPE

NUMBER OF EMPLOYED DENTISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
NO DENTISTS EMPLOYED	23.8	207	44.3	50	26.6	257
1 DENTIST EMPLOYED	50.7	441	41.3	47	49.6	488
2 DENTISTS EMPLOYED	12.3	107	7.7	9	11.8	116
3 DENTISTS EMPLOYED	5.5	48	3.0	3	5.2	51
4 OR MORE DENTISTS EMPLOYED	7.6	66	3.7	4	7.2	70
ALL-WEIGHTED	100.0	869	100.0	113	100.0	982

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

NUMBER OF EMPLOYEES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
NO EMPLOYEES	0.9	6	0.4	1	0.8	7
1 EMPLOYEE	3.4	23	0.7	1	2.8	24
2 EMPLOYEES	4.6	31	3.6	6	4.4	37
3 EMPLOYEES	7.3	49	6.2	10	7.1	59
4 OR MORE EMPLOYEES	83.8	559	89.1	150	84.9	709
ALL	100.0	667	100.0	169	100.0	836

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

NUMBER OF FULL- OR PART-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
NO ASSISTANTS	4.0	27	2.2	4	3.7	31
1 ASSISTANT	13.6	91	8.3	14	12.5	106
2 ASSISTANTS	31.5	212	19.8	34	29.1	246
3 ASSISTANTS	22.9	154	17.3	29	21.8	184
4 OR MORE ASSISTANTS	28.0	189	52.5	90	32.9	278
ALL	100.0	674	100.0	171	100.0	845

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

NUMBER OF HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
NO HYGIENISTS	22.7	153	68.7	117	32.0	270
1 HYGIENIST	24.8	167	11.2	19	22.0	186
2 HYGIENISTS	24.6	166	6.8	12	21.0	178
3 HYGIENISTS	14.1	95	4.0	7	12.0	102
4 OR MORE HYGIENISTS	13.9	94	9.4	16	13.0	110
ALL	100.0	675	100.0	171	100.0	846

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

WEEKS AND HOURS IN PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
WEEKS PRACTICING IN THE OFFICE	47.6	617	46.7	300	47.4	917
HOURS PER WEEK IN THE OFFICE	36.9	617	36.9	300	36.9	917
HOURS PER WEEK TREATING PATIENTS	32.7	617	32.7	300	32.7	917

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

NUMBER OF PATIENT VISITS ✓

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
PATIENT VISITS PER WEEK (EXCLUDING HYG VISITS)	57.8	557	97.6	266	65.7	823
PATIENT VISITS PER WEEK (INCLUDING HYG VISITS)	75.1	524	104.3	251	80.9	775
PATIENT VISITS PER YEAR (EXCLUDING HYG VISITS)	2762.7	557	4536.2	266	3113.7	823
PATIENT VISITS PER YEAR (INCLUDING HYG VISITS)	3584.0	524	4867.3	251	3838.6	775
PATIENTS TREATED PER HOUR (EXCLUDING HYG VISITS)	1.6	557	2.8	266	1.8	823

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PATIENT AGE DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHO ARE	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LESS THAN 15 YEARS	18.1%	499	31.9%	245	20.9%	744
15-65 YEARS	63.0	499	53.9	245	61.2	744
65 AND OLDER	18.8	499	14.2	245	17.9	744

PATIENT INCOME DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
UNDER $10,000	9.0%	466	6.5%	211	8.5%	677
$10,000-29,999	42.4	466	37.3	211	41.5	677
$30,000 PLUS	48.6	466	56.2	211	50.0	677

PATIENT INSURANCE COVERAGE

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
PRIVATE INSURANCE	65.2%	488	62.7%	245	64.7%	733
GOVERNMENT PROGRAM	5.0	488	5.2	245	5.1	733

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

SOURCES OF GROSS INCOME ✓

PERCENTAGE OF GROSS INCOME PAID BY	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
DIRECT PATIENT PAYMENT	43.6%	423	48.3%	191	44.5%	614
GOVERNMENT PROGRAMS	4.1	423	4.7	191	4.2	614
PRIVATE INSURANCE	51.3	423	46.0	191	50.3	614

PRACTICE GROSS INCOME ✓

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
PRACTICE GROSS INCOME	$ 494,015	403	$ 685,669	195	$ 532,351	598
GROSS INCOME PER DENTIST	181,197	403	245,279	195	194,015	598
GROSS INCOME PER PRACTICE HOUR	108.08	403	151.05	195	116.68	598
GROSS INCOME PER HOUR PER DENTIST	45.85	403	63.47	195	49.38	598
GROSS INCOME PER VISIT	89.62	214	118.34	75	94.03	289
GROSS PER VISIT PER DENTIST	36.29	214	47.72	75	38.04	289

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PRACTICE EXPENSES ✓

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
TOTAL PRACTICE EXPENSES	$ 353,577	331	$ 471,544	161	$ 377,272	492
TOTAL PRACTICE EXPENSES PER DENTIST	133,056	331	$ 176,930	161	$ 141,869	492
NON-DENTIST WAGES AS A PERCENT OF EXPENSES	29.1%	276	26.5%	130	28.6%	406
WAGES AS A PERCENT OF EXPENSES AMONG DENTISTS WITH EMPLOYEES	29.3%	274	26.5%	130	28.8%	404
LABORATORY CHARGES AS A PERCENT OF EXPENSES	13.6%	307	3.9%	126	11.9%	433
DENTAL SUPPLIES AS A PERCENT OF EXPENSES	9.7%	303	10.0%	136	9.8%	439
RENT AS A PERCENT OF EXPENSES AMONG RENTERS	8.9%	260	8.6%	139	8.8%	399
MORTGAGE AS A PERCENT OF EXPENSES AMONG OWNERS	11.3%	81	7.7%	22	10.9%	103

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF GROSS INCOME ACCOUNTED FOR BY EXPENSES ✓

	TYPE OF PRACTICE					
	UNINCORPORATED		INCORPORATED		ALL	
TYPE OF DENTIST	MEAN	N	MEAN	N	MEAN	N
GENERAL PRACTITIONER	67.1%	166	* 62.9%	123	65.3%	289
SPECIALIST	64.6%	57	52.3%	79	57.5%	136
ALL (WEIGHTED)	66.7%	223	60.2%	202	63.8%	425

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES ✓

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
NET INCOME FROM PRIMARY PRACTICE	$ 76,342	511	$ 125,023	240	$ 85,849	751
NET INCOME FROM PRIVATE PRACTICE	$ 77,727	508	$ 127,723	237	$ 87,439	745
NET INCOME FROM ALL DENTAL SOURCES	$ 78,868	494	$ 127,852	213	$ 87,793	707

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

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* In this table, shareholder salaries are excluded from the total expenses of an incorporated practice. If these salaries are included as expenses of the corporation, nonsolo dentists in incorporated practices reported an average of 90.5% of gross income to practice expenses.

SOLO DENTISTS

Over three-quarters (76.0%) of solo dentists are sole proprietors of unincorporated practices. Among solo general practitioners and specialists, 79.5% and 59.1% are sole proprietors, respectively. In contrast, only 24.0% of solo dentists are shareholders in incorporated practices. Fewer solo GPs are shareholders (20.5%) than are solo specialists (40.9%).

Dentists in solo practice were an average of 46 years of age, and half had graduated from dental school after 1971. The average ages among general practitioners and among specialists were the same as among all solo dentists. Solo dentists spent an average of 47.8 weeks per year and 37.3 hours per week in the practice. They spent 33.1 of these weekly hours treating patients.

Solo dentists treated an average of 63.9 patient visits per week (excluding hygienist visits). Solo specialists reported treating more patients weekly (97.5) than did solo GPs (57.1). On an hourly basis, solo dentists treated an average of 1.8 patients. Solo specialists reported a slightly higher average, 2.8 patients per hour, and solo GPs reported an average of 1.6 patients.

Solo dentists estimated that approximately 45% of patients each fell into the "$10,000 to $29,999" and "$30,000 plus" annual income brackets. These percentages were similar among solo GPs, but among solo specialists, a higher percentage of patients were estimated to fall in the "$30,000 plus" income bracket (53.5%) than were in the "$10,000 to $29,999" range (39.8%). Approximately 60% of patients seen by all solo dentists were covered by private insurance programs. Solo general practitioners and specialists both reported a similar percentage of patients covered by private insurance.

Slightly less than half (47.1%) of solo dentists reported employing four or more non-dentist staff. This percentage was similar among solo general practitioners (44.9%) and was higher among solo specialists (58.4%).

Solo dentists reported an average annual practice gross income of $228,264. Gross income for solo specialists was substantially higher, $298,014, and was lower for solo general practitioners, $214,626. An average of one half (46.6%) of a solo dentist's gross income was paid by direct patient payment. Government programs comprised 5.1%, and private insurance payments comprised 47.7% of gross income received.

SOLO DENTISTS (continued)

Total practice expenses for all solo dentists averaged $146,723. Of this, 33.1% was accounted for by wage payments to non-dentist employees, 15.2% by laboratory charges, and 12.7% by purchases of dental supplies. Among dentists renting their office space, rent accounted for an average of 13.0% of total expenses. Among dentists owning their offices, mortgage payments accounted for an average of 12.2% of total expenses. Total practice expenses averaged $138,555 for solo general practitioners and $191,244 for specialists.

Among all solo practices, expenses accounted for an average of 57.6% of gross billings. This figure excludes shareholder salaries from the total practices expenses of an incorporated practice. If shareholder salaries are included, an average of 81.1% of an incorporated practice's gross income is accounted for by expenses. Excluding these salaries, incorporated practices average a lower percentage of gross income to expenses (51.3%) than do unincorporated practices (59.7%). Overall, dentists in solo practice report lower percentages of gross income allotted to practice expenses than do dentists in nonsolo practice.

Solo dentists earned an average net income of $80,734 from a primary private practice. Solo general practitioners reported an average of $74,710, while solo specialists reported an average of $111,197. All solo dentists earned an average of 0.8% of their total net income (income from private practice plus income from other dental sources) from other dental sources. Solo general practitioners also averaged 0.8% from other dental sources; solo specialists earned an average of 1.5% of their total income from dental sources outside of private practice.

CURRENT EMPLOYMENT STATUS

PERCENTAGE OF DENTISTS CURRENTLY PRACTICING AS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
SOLE PROPRIETOR	79.5	1213	59.1	185	76.0	1398
SHAREHOLDER, INCORPORATED PRACTICE	20.5	313	40.9	128	24.0	442
ALL - WEIGHTED	100.0	1527	100.0	313	100.0	1840

AGE BY GENDER AND DENTIST TYPE
GRADUATION YEAR BY DENTIST TYPE

GENDER	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL - WEIGHTED		
	MEAN	MEDIAN	N	MEAN	MEDIAN	N	MEAN	MEDIAN	N
	AGE			AGE			AGE		
MALE	46	44	1237	47	45	496	46	44	1733
FEMALE	37	35	49	39	35	15	37	35	64
ALL	46	43	1286	46	45	511	46	44	1797
	GRADUATION YEAR			GRADUATION YEAR			GRADUATION YEAR		
ALL	69	72	1286	68	70	511	69	71	1797

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
NUMBER OF EMPLOYEES	PERCENT	N	PERCENT	N	PERCENT	N
NO EMPLOYEES	4.2	59	1.1	3	3.7	62
1 EMPLOYEE	10.1	142	6.5	18	9.5	161
2 EMPLOYEES	17.6	248	14.7	42	17.1	290
3 EMPLOYEES	23.2	328	19.3	55	22.6	382
4 OR MORE EMPLOYEES	44.9	633	58.4	166	47.1	798
ALL	100.0	1410	100.0	283	100.0	1694

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
NUMBER OF FULL- OR PART-TIME ASSISTANTS	PERCENT	N	PERCENT	N	PERCENT	N
NO ASSISTANTS	11.2	158	7.3	21	10.5	179
1 ASSISTANT	51.7	731	31.8	91	48.3	822
2 ASSISTANTS	30.6	433	32.8	94	31.0	527
3 ASSISTANTS	5.0	71	16.3	47	6.9	118
4 OR MORE ASSISTANTS	1.5	21	11.8	34	3.2	55
ALL	100.0	1415	100.0	286	100.0	1701

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

NUMBER OF HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	N	PERCENT	N	PERCENT	N
NO HYGIENISTS	40.4	572	73.0	209	45.9	781
1 HYGIENIST	37.3	528	14.3	41	33.4	569
2 HYGIENISTS	16.9	240	6.9	20	15.2	259
3 HYGIENISTS	3.8	53	3.9	11	3.8	64
4 OR MORE HYGIENISTS	1.6	23	1.9	6	1.6	28
ALL	100.0	1416	100.0	286	100.0	1703

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

WEEKS AND HOURS IN PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
WEEKS PRACTICING IN THE OFFICE	47.9	1286	47.4	511	47.8	1797
HOURS PER WEEK IN THE OFFICE	37.5	1286	36.3	511	37.3	1797
HOURS PER WEEK TREATING PATIENTS	33.4	1286	31.5	511	33.1	1797

NUMBER OF PATIENT VISITS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
PATIENT VISITS PER WEEK (EXCLUDING HYG VISITS)	57.1	1164	97.5	452	63.9	1616
PATIENT VISITS PER WEEK (INCLUDING HYG VISITS)	77.9	1116	108.6	435	83.0	1551
PATIENT VISITS PER YEAR (EXCLUDING HYG VISITS)	2745.3	1164	4619.1	452	3058.5	1616
PATIENT VISITS PER YEAR (INCLUDING HYG VISITS)	3739.1	1116	5154.0	435	3976.3	1551
PATIENTS TREATED PER HOUR (EXCLUDING HYG VISITS)	1.6	1164	2.8	452	1.8	1616

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PATIENT AGE DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHO ARE	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LESS THAN 15 YEARS	18.1%	1086	42.2%	434	22.2%	1520
15-65 YEARS	63.2	1086	48.9	434	60.8	1520
65 AND OLDER	18.6	1086	8.9	434	17.0	1520

PATIENT INCOME DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
UNDER $10,000	10.6%	994	6.8%	376	10.0%	1370
$10,000-29,999	45.2	994	39.8	376	44.3	1370
$30,000 PLUS	44.1	994	53.5	376	45.7	1370

PATIENT INSURANCE COVERAGE

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
PRIVATE INSURANCE	62.2%	1079	58.9%	420	61.6%	1499
GOVERNMENT PROGRAM	5.9	1079	5.2	420	5.8	1499

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

SOURCES OF GROSS INCOME

PERCENTAGE OF GROSS INCOME PAID BY	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
DIRECT PATIENT PAYMENT	44.6%	958	55.9%	380	46.6%	1338
GOVERNMENT PROGRAMS	5.2	958	4.8	380	5.1	1338
PRIVATE INSURANCE	49.5	958	38.8	380	47.7	1338

PRACTICE GROSS INCOME

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
PRACTICE GROSS INCOME	$ 214,626	925	$ 298,014	350	$ 228,264	1275
GROSS INCOME PER PRACTICE HOUR	121.45	925	183.39	350	131.58	1275
GROSS INCOME PER VISIT	84.50	916	90.07	344	85.41	1260

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PRACTICE EXPENSES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
TOTAL PRACTICE EXPENSES	$ 138,555	876	$ 191,244	311	$ 146,723	1187
NON-DENTIST WAGES AS A PERCENT OF EXPENSES	31.0%	738	44.1%	272	33.1%	1010
WAGES AS A PERCENT OF EXPENSES AMONG DENTISTS DENTISTS WITH EMPLOYEES	32.3%	708	44.6%	269	34.4%	977
LABORATORY CHARGES AS A PERCENT OF EXPENSES	16.8%	807	6.3%	269	15.2%	1076
DENTAL SUPPLIES AS A PERCENT OF EXPENSES	11.5%	806	19.7%	281	12.7%	1087
RENT AS A PERCENT OF EXPENSES AMONG RENTERS	12.2%	647	16.3%	272	13.0%	919
MORTGAGE AS A PERCENT OF EXPENSES AMONG OWNERS	12.0%	246	14.1%	56	12.2%	302

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF GROSS INCOME ACCOUNTED FOR BY EXPENSES

TYPE OF DENTIST	TYPE OF PRACTICE					
	UNINCORPORATED		INCORPORATED		ALL	
	MEAN	N	MEAN	N	MEAN	N
GENERAL PRACTITIONER	60.1%	606	* 54.2%	175	58.8%	781
SPECIALIST	56.6%	157	42.5%	109	50.9%	266
ALL (WEIGHTED)	59.7%	763	51.3%	284	57.6%	1047

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
NET INCOME FROM PRIMARY PRACTICE	$ 74,710	1040	$111,197	398	$ 80,734	1438
NET INCOME FROM PRIVATE PRACTICE	$ 75,598	1039	$115,220	395	$ 82,104	1434
NET INCOME FROM ALL DENTAL SOURCES	$ 76,217	1016	$117,006	376	$ 82,766	1392

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

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* In this table, shareholder salaries are excluded from the total expenses of an incorporated practice. If these salaries are included as expenses of the corporation, nonsolo dentists in incorporated practices reported an average of 90.5% of gross income to practice expenses.

SURVEY METHODOLOGY

The 1989 Survey of Dental Practice (SDP) was a condensed version of the long-form 1988 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1989 SDP was initially mailed in February 1989. Two follow-up mailings to non-respondents occurred in March and April 1989. A telephone follow-up to non-respondents was conducted in May and June 1989. Coding, hand-editing, and computer processing were completed in August 1989. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 67.4%, of specialists, 32.6%.

The weights were computed as follows:

General Practitioner	.80/.6739490 = 1.187033
Specialist	.20/.3260509 = 0.613401

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1988) practice prior to 1988.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA

American
Dental
Association

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1989 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a **fill** in the blank is requested

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1988? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/ staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1988.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1988, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary** practice during 1988), **please** give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	Secondary Practice
2. What was the zip code of your practice(s) during 1988?	______	______
	zip code	

	Primary Practice	Secondary Practice
3. In what year did you **first** become associated with the primary/secondary practice where you practiced during 1988?	19 ____	19 ____

4. Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ______________		

5. Which **one** of the following **best** describes your employment status in the practice(s) during 1988?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ______________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1988.

The average number of:	Primary Practice	Secondary Practice
a. **Total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **Emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1988.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8. During a typical week in 1988, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)

	Primary Practice Percentage of Time Per Week
a. Diagnostic (exams, x-rays, etc.)	______%
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______%
c. Operative (restoration, amalgams, inlays, etc.)	______%
d. Prosthodontic	______%
e. Endodontic	______%
f. Periodontic	______%
g. Orthodontic	______%
h. Oral and maxillofacial surgery	______%
i. General services (anesthesia, patient management, counseling, miscellaneous)	______%
Total	100%

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1988. ______ minutes

10. What was **your** 1988 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice?	$______
b. Your secondary practice (if applicable)?	$______
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$______

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1988. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	______
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	______

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the following practice areas in the **primary practice** during 1988.

	Number of Dentist Positions	
	full-time	part-time
a. General practice	______	______
b. Specialty	______	______

13. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1988. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)	______	______
b. Chairside assistant(s)	______	______
c. Secretary/receptionist(s)*	______	______
d. Dental laboratory technician(s)	______	______
e. Bookkeeper, business personnel	______	______
f. Other, please specify ______	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. For the **entire primary practice** in 1988, please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	Chairside Assistants
a. Number of open positions:		
filled in 1988	______	______
unfilled in 1988	______	______
b. Average number of weeks position(s) was open	______	______

15. In 1988, what would the practice have paid as a starting salary for new employees with no prior experience in the following auxiliary positions?

	Starting Salary
a. Dental hygienist	$______/hour
b. Chairside assistant	$______/hour

16. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1988. (If no hygienists were employed, skip to question 17.)

______ total visits per week

17. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1988. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars)	Weeks Worked per Year	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per year	weeks	hours	years	months	years	months
Dental Hygienist(s):								
Position #1	☐	$______	______	______	______	______	______	______
Position #2	☐	$______	______	______	______	______	______	______
Chairside Assistant(s):								
Position #1	☐	$______	______	______	______	______	______	______
Position #2	☐	$______	______	______	______	______	______	______
		per year	weeks	hours	years	months	years	months

18. a. In 1988, was your **primary practice** located in more than one office?

Yes 1
No (Skip to question 19.) 2

b. If yes, indicate the number of offices associated with your **primary practice** .... ______

19. In the **entire primary practice** during 1988:

a. What was the total number of operatories? .... ______ operatories

b. What was the total square feet of office space? .... ______ square feet

If you were a solo practitioner during 1988, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1988:

The average number of:	Entire Practice
a. **Total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	______ visits per week
b. **Emergency** and **walk-in visits** per week that were **treated** (unscheduled) If none, enter zero	______ visits per week

21 For the entire year of 1988, indicate the **total** number of **patients** treated by the **primary practice.** ______ total patients

22 For the **entire primary practice** during 1988, how long did an average patient of record and average new patient have to **wait**:

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

23 Approximately what percentage of the patients who visited the primary practice in 1988

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	100%
b. were members of families whose annual income is estimated to be:	
under $10,000?	______%
$10,000 to 29,999?	______%
$30,000 or more?	______%
Total	100%
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	100%
d. were:	
male?	______%
female?	______%
Total	100%
e. traveled various distances (from work or home) to your **primary practice** office:	
within walking distance or a 1-10 minute drive or transportation	______%
within 11-39 minute drive or transportation	______%
within 40 or more minute drive or transportation	______%
Total	100%

24 For each of the dental procedures listed below, indicate the usual **fee** the **entire primary practice** charged during 1988. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiographs)	☐	$______
b. Bitewing radiographs, four films	☐	$______
c. Dental prophylaxis, for adults	☐	$______
d. Pit and fissure sealant, per tooth	☐	$______
e. Topical fluoride treatment (including prophylaxis), child	☐	$______
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$______
g. Fixed unilateral space maintainer	☐	$______
h. Crown (full cast), high noble metal	☐	$______
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$______
j. Periodontal scaling and root planing—per quadrant	☐	$______
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$______
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$______

25. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1988 (annual billing)? $______

26. What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	______%
c. as direct payment from private insurance carriers?	______%
d. from other sources of payment? Please specify ______	______%
Total	100%

27 During 1988, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1988? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$______
b. Yearly mortgage (including interest)	$______
c. Total salaries, wages and commissions of non-dentist employees	$______
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$______
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$______
f. Dental supplies	$______
g. Commercial dental laboratory charges	$______
h. Advertising expenses	$______

29. What were the **total professional expenses** of operating the **entire primary practice** during 1988? (This figure should be greater than the sum of the figures in question 28.) $______

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

A1475-11.5

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and
Behavioral Research

The 1989 Survey of Dental Practice

Employment of Dental Practice Personnel

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HIGHLIGHTS

* Most (97.1%) independent dentists employed at least one non-dentist staff person on a full- or part-time basis; almost all (91.4%) employed at least one chairside assistant; 84.5% employed at least one secretary; over half (57.6%) employed at least one dental hygienist; just under one third (31.1%) employed at least one bookkeeper, and 7.3% employed at least one dental laboratory technician.

* Among independent dentists who employed dental hygienists, the average practice employed 1.3 full- or part-time hygienists per dentist. Among dentists employing chairside assistants, the average number of chairside assistants (full- or part-time) per dentist was 1.5.

* Among independent dentists, 32.5% employed at least one full-time dental hygienist and 37.7% employed at least one part-time hygienist. Over eighty percent of independent dentists (81.0%) employed at least one full-time chairside assistant, and 30.7% employed at least one part-time assistant. Three quarters (75.3%) employed at least one full-time secretary, and 23.4% employed at least one part-time secretary. Only 5.0% employed at least one full-time dental laboratory technician, and even fewer (2.9%) employed at least one part-time technician.

* There are some differences in the employment practices of independent general practitioners and independent specialists. Among the general practitioners, 64.2% employed at least one full-or part-time dental hygienist; only 28.0% of independent specialists employed hygienists. Just under one half (46.8%) of the general practitioners employed one full-time assistant (with only 33.2% employing more than one assistant), while over half of the specialists (56.7%) employed two or more full-time assistants (with only 28.9% employing one assistant). A greater percentage of specialists (18.0%) than general practitioners (4.8%) employed at least one full- or part-time laboratory technician. Employment patterns for secretaries and bookkeepers/business personnel were similar for independent specialists and general practitioners.

INTRODUCTION

The following report summarizes the staff employment practices of private practitioners in the year 1988. This data was gathered in the 1989 Survey of Dental Practice and is analyzed for independent and solo dentists. Results are presented for all staff combined, and are presented separately for dental hygienists, chairside assistants, secretaries/receptionists, dental laboratory technicians, and bookkeepers/business personnel. **For these analyses, dentists employed by the practice are not considered part of the staff.**

For all types of dental personnel, statistics presented describe the percentages of dentists employing full- and part-time staff and the mean number of staff persons per dentist. For hygienists and chairside assistants, the information provided includes: the percentage of dentists employing staff (full-or part-time), the length of employment and prior experience of that staff, the weekly and hourly salaries of these staff, and the mean number of personnel per dentist. In addition, the hygienist section details the number of patients treated by hygienists weekly. Summarized in the text section are figures regarding employment opportunities for chairside assistants and hygienists as well as average starting salaries paid to these personnel. Tables present figures for general practitioners and specialists separately, as well as for all dentists combined. The combined figures are weighted to reflect the population ratio of general practitioners and specialists.

INDEPENDENT DENTISTS

ALL STAFF

Almost all independent dentists (97.1%) employed some full- or part-time staff. Approximately forty percent (39.9%) employed between one and three staff persons, 36.5% employed four to six staff persons, and the remaining 20.6% employed seven or more staff members. Among specialists, a lower percentage (only 0.9%) had no employees, and a higher percentage (31.0%) had seven or more employees. Among GPs, 3.4% had no employees and only 18.3% had seven or more employees.

A greater percentage of independent dentists employed full-time personnel (89.5%) than employed part-time personnel (65.2%). The average owner dentist employed 3.5 staff persons, at an average of 2.3 full-time and 1.2 part-time employees. Specialists tended to employ more staff persons (at an average of 4.0 personnel) than did GPs (at an average of 3.3 personnel). Examining only independent dentists with employees, all dentists employed an average of 3.6 staff persons; GPs employed an average of 3.5 staff persons, and specialists, an average of 4.1 staff persons.

DENTAL HYGIENISTS

Over half (57.6%) of all independent dentists employed at least one full- or part-time dental hygienist. However, nearly two-thirds of independent GPs (64.3%) employed at least one hygienist, while less than one-third of specialists (28.0%) did.

Approximately the same percentage of dentists employed part-time dental hygienists as employed full-time dental hygienists. Overall, 32.5% of the independent dentists employed at least one full-time dental hygienist and 37.7% employed at least one part-time hygienist. Again, specialists employed fewer hygienists than did GPs.

Among all independent dentists, an average of 0.8 hygienists were employed by each dentist. This represents 0.3 full-time and 0.5 part-time hygienists per dentist. Among dentists employing hygienists, the average number of hygienists per dentist was 1.3, at an average of 0.9 full-time and 1.2 part-time hygienists per dentist.

Weekly, the average hygienist treated 26.2 patients. This figure was virtually the same regardless of the size of the practice. The average number of patients treated by all hygienists in a practice was 45.4 patients per week among all independent dentist practices. The number of hygienist appointments weekly was lower in solo practices than it was in nonsolo practices.

The average length of a hygienist's employment in the current practice was 4.7 years. Dental hygienists' mean length of experience prior to employment in the current practice was 5.0 years. Hygienists employed by general practitioners tended to have employment histories similar to hygienists employed in specialist practices.

The average weekly salary for a full-time (32 or more hours per week) dental hygienist was $529.53. Dental hygienists in solo practices tended to earn less per week ($510.50) than did hygienists employed in practices with three or more dentists ($573.67). The average hourly salary among all (full- or part-time) hygienists was $16.01.

CHAIRSIDE ASSISTANTS

Most independent dentists (91.4%) reported employing one or more full- or part-time chairside assistant. The percentage was lower for independent general practitioners (90.7%) than it was for independent specialists (94.5%). On average, specialists tended to employ more chairside assistants than did general practitioners (1.9 assistants per specialist versus 1.3 assistants per general practitioner).

Over eighty percent (81.0%) of all independent dentists employed full-time chairside assistants. Among independent specialists, the percentage was 85.6%, and for general practitioners, 79.8%. Just under one-third (30.7%) of all independent dentists employed part-time chairside assistants.

Independent dentists reported an average of 1.4 full- or part-time chairside assistants per dentist. The average number of full-time chairside assistants per dentist was 1.1, and the average number of part-time assistants was 0.3. Among dentists who employed chairside assistants, the average number of full- or part-time assistants per dentist was 1.5.

DENTAL LABORATORY TECHNICIANS

Most independent dentists, (92.7%) employed no full- or part-time dental laboratory technicians. More specialists employed technicians (18.0%) than did GPs (4.8%). Only 5.0% of independent dentists reported employing full-time laboratory technicians, and only 2.9% employed part-time technicians.

The mean number of full- or part-time dental laboratory technicians per dentist was 0.1. The mean number of full- or part-time laboratory technicians among dentists employing them was 1.0.

EMPLOYMENT OPPORTUNITIES IN THE PRIVATE PRACTICE

One quarter (25.9%) of independent dentists reported open positions for dental hygienists that were filled in 1988, and 7.6% reported open positions that remained unfilled. Nearly fifty percent of independent dentists (45.1%) had open positions for chairside assistants that were filled in 1988, and only 7.6% had positions that were left unfilled. The average starting salary for a hygienist with no prior experience was $13.94 an hour; for a chairside assistant with no experience, this figure was $6.52 an hour. Among independent dentists having at least one open hygienist position in 1988, the average number of weeks the position was open was 8.9. Among independent dentists with at least one open chairside assistant position, the average number of weeks the position was open was 3.8.

Just over one quarter (27.9%) of independent GPs reported at least one open hygienist position that was filled in 1988, and 7.9% reported at least one position left unfilled. These GPs would have paid $13.88 an hour as a starting salary for a hygienist with no prior experience. Among GPs with open hygienist positions, the positions were open for an average of 8.8 weeks.

A lower percentage of independent specialists reported open hygienist positions (15.0%) than did GPs. Only 6.3% reported open positions that were left unfilled. Among those who had open hygienist positions, the position was open for an average of 9.8 weeks. An independent specialist would have paid an average of $14.47 to a hygienist with no prior experience.

INDEPENDENT DENTISTS (continued)

Of the independent general practitioners in the sample, 43.2% reported having open positions for chairside assistants that were filled in 1988 and 7.3% reported open assistant positions that were left unfilled. The independent general practitioners in the sample would have paid an average hourly salary of $6.45 to a chairside assistant with no prior experience.

Independent specialists would have paid an average of $6.81 an hour to an assistant with no prior experience. A slightly higher percentage of specialists reported filling open chairside assistant positions (52.9%) than did general practitioners (43.2%), and a slightly higher percentage of specialists reported unfilled chairside assistant positions (8.7%) than did general practitioners (7.3%). Among independent GPs with open chairside assistant positions, the position was open for an average of 3.7 weeks; among specialists, the average was 4.1 weeks.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
NUMBER OF EMPLOYEES	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	3.4	64	0.9	4	2.9	68
1 EMPLOYEE	8.4	160	4.6	20	7.7	180
2 EMPLOYEES	14.4	275	10.7	46	13.7	321
3 EMPLOYEES	19.3	368	14.9	64	18.5	432
4 EMPLOYEES	15.4	293	14.7	63	15.2	356
5 EMPLOYEES	11.9	227	12.2	52	11.9	279
6 EMPLOYEES	9.0	172	11.0	47	9.4	219
7 OR MORE EMPLOYEES	18.3	349	31.0	133	20.6	482
TOTAL	100.0	1909	100.0	429	100.0	2338

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
FULL-TIME EMPLOYEES	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	11.1	212	7.7	33	10.5	246
1 EMPLOYEE	16.0	306	8.8	38	14.7	344
2 EMPLOYEES	26.2	502	17.2	74	24.5	576
3 EMPLOYEES	18.3	351	17.9	77	18.3	429
4 EMPLOYEES	11.1	214	12.5	54	11.4	268
5 EMPLOYEES	5.6	107	10.3	44	6.4	151
6 EMPLOYEES	4.6	88	9.3	40	5.4	128
7 OR MORE EMPLOYEES	7.1	137	16.2	70	8.8	206
TOTAL	100.0	1917	100.0	431	100.0	2348

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
PART-TIME EMPLOYEES	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	33.7	645	39.8	172	34.8	816
1 EMPLOYEE	25.0	478	21.6	93	24.4	572
2 EMPLOYEES	17.8	339	16.2	70	17.5	409
3 EMPLOYEES	10.2	196	9.4	40	10.1	236
4 EMPLOYEES	6.1	118	4.7	20	5.9	138
5 EMPLOYEES	3.8	72	3.0	13	3.6	85
6 EMPLOYEES	1.1	21	1.1	5	1.1	26
7 OR MORE EMPLOYEES	2.2	43	4.1	18	2.6	61
TOTAL	100.0	1912	100.0	431	100.0	2344

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN PERSONNEL PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME PERSONNEL PER DENTIST	3.3	1608	4.0	699	3.5	2307
FULL-TIME PERSONNEL PER DENTIST	2.1	1615	2.9	702	2.3	2317
PART-TIME PERSONNEL PER DENTIST	1.2	1611	1.1	703	1.2	2314

MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME PERSONNEL PER DENTIST	3.5	1554	4.1	693	3.6	2247
FULL-TIME PERSONNEL PER DENTIST	2.4	1436	3.1	648	2.5	2084
PART-TIME PERSONNEL PER DENTIST	1.8	1068	1.9	423	1.8	1491

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

NUMBER OF HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	35.7	685	72.0	312	42.4	997
1 HYGIENIST	34.3	659	13.0	56	30.4	715
2 HYGIENISTS	18.5	356	6.4	28	16.3	384
3 OR MORE HYGIENISTS	11.5	221	8.6	37	11.0	258
TOTAL	100.0	1921	100.0	434	100.0	2354

PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

FULL-TIME HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	64.4	1237	81.0	351	67.5	1588
1 HYGIENIST	27.6	529	12.6	55	24.8	584
2 HYGIENISTS	6.2	119	3.5	15	5.7	134
3 OR MORE HYGIENISTS	1.9	36	2.8	12	2.0	48
TOTAL	100.0	1921	100.0	434	100.0	2354

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

PART-TIME HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	57.5	1105	83.5	362	62.3	1467
1 HYGIENIST	25.4	488	8.8	38	22.3	526
2 HYGIENISTS	11.4	218	4.1	18	10.0	236
3 OR MORE HYGIENISTS	5.7	109	3.7	16	5.3	125
TOTAL	100.0	1921	100.0	434	100.0	2354

MEAN HYGIENISTS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME HYGIENISTS PER DENTIST	0.8	1618	0.4	707	0.8	2325
FULL-TIME HYGIENISTS PER DENTIST	0.3	1618	0.2	707	0.3	2325
PART-TIME HYGIENISTS PER DENTIST	0.5	1618	0.2	707	0.5	2325

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN HYGIENISTS PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME HYGIENISTS PER DENTIST	1.3	1041	1.5	198	1.3	1239
FULL-TIME HYGIENISTS PER DENTIST	0.9	576	1.1	134	0.9	710
PART-TIME HYGIENISTS PER DENTIST	1.2	687	1.3	117	1.2	804

MEAN NUMBER OF PATIENTS TREATED BY EACH HYGIENIST WEEKLY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
PRACTICE SIZE	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
1 DENTIST	25.6	658	28.1	111	25.8	769
2 DENTISTS	26.2	196	33.8	40	26.9	236
3 OR MORE DENTISTS	28.7	110	27.1	24	28.6	134
ALL SIZE PRACTICES	26.0	964	29.3	175	26.3	1139

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF PATIENTS TREATED BY ALL HYGIENISTS WEEKLY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
PRACTICE SIZE	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
1 DENTIST	35.5	659	45.0	111	36.3	770
2 DENTISTS	48.4	196	65.7	40	50.0	236
3 OR MORE DENTISTS	89.8	110	98.9	24	90.7	134
ALL SIZE PRACTICES	44.3	965	57.2	175	45.4	1140

HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
YEARS OF EMPLOYMENT IN THE CURRENT PRACTICE	4.7	1230	4.9	235	4.7	1465
YEARS OF PRIOR EXPERIENCE	5.4	1205	5.0	227	5.4	1432

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
PRACTICE SIZE	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
1 DENTIST	$508.65	263	$527.29	56	$510.50	319
2 DENTISTS	525.59	110	559.88	33	530.19	143
3 OR MORE DENTISTS	577.27	110	545.24	27	573.67	137
ALL SIZE PRACTICES	528.13	483	540.74	116	529.53	599

MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
PRACTICE SIZE	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
1 DENTIST	$ 15.87	748	$ 16.46	127	$ 15.91	875
2 DENTISTS	15.77	257	16.88	52	15.87	309
3 OR MORE DENTISTS	16.65	162	16.39	43	16.62	205
ALL SIZE PRACTICES	15.95	1167	16.54	222	16.01	1389

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

NUMBER OF ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	9.3	178	5.5	24	8.6	202
1 ASSISTANT	42.4	813	23.7	102	38.9	916
2 ASSISTANTS	30.7	590	28.5	123	30.3	713
3 OR MORE ASSISTANTS	17.6	338	42.4	183	22.2	522
TOTAL	100.0	1919	100.0	433	100.0	2352

PERCENT OF DENTISTS EMPLOYING FULL-TIME ASSISTANTS

FULL-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	20.2	385	14.4	63	19.0	447
1 ASSISTANT	46.8	899	28.9	125	43.5	1024
2 ASSISTANTS	23.3	446	26.2	113	23.8	560
3 OR MORE ASSISTANTS	9.9	190	30.5	132	13.7	322
TOTAL	100.0	1919	100.0	433	100.0	2352

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME ASSISTANTS

PART-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	70.5	1353	64.2	278	69.3	1632
1 ASSISTANT	19.7	377	20.7	90	19.8	467
2 ASSISTANTS	7.5	144	8.1	35	7.6	179
3 OR MORE ASSISTANTS	2.4	46	7.1	31	3.3	77
TOTAL	100.0	1921	100.0	434	100.0	2354

MEAN ASSISTANTS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.3	1617	1.9	706	1.4	2323
FULL-TIME ASSISTANTS PER DENTIST	1.0	1617	1.4	706	1.1	2323
PART-TIME ASSISTANTS PER DENTIST	0.3	1618	0.5	707	0.3	2325

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.4	1467	2.0	667	1.5	2134
FULL-TIME ASSISTANTS PER DENTIST	1.2	1293	1.7	604	1.3	1897
PART-TIME ASSISTANTS PER DENTIST	1.1	478	1.3	253	1.1	731

ASSISTANT MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
YEARS OF EMPLOYMENT IN THE CURRENT PRACTICE	4.7	1725	4.8	911	4.7	2636
YEARS OF PRIOR EXPERIENCE	2.8	1708	2.8	887	2.8	2595

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY ASSISTANT SALARY ON A FULL-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
PRACTICE SIZE	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
1 DENTIST	$295.32	835	$321.29	430	$300.78	1265
2 DENTISTS	308.71	291	347.14	174	317.79	465
3 OR MORE DENTISTS	328.91	171	333.72	120	330.19	291
ALL SIZE PRACTICES	302.75	1297	329.56	724	308.75	2021

MEAN HOURLY ASSISTANT SALARY ON A FULL- OR PART-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
PRACTICE SIZE	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
1 DENTIST	$ 8.18	1085	$ 8.88	527	$ 8.32	1612
2 DENTISTS	8.37	358	9.60	205	8.65	563
3 OR MORE DENTISTS	8.67	196	8.96	133	8.74	329
ALL SIZE PRACTICES	8.28	1639	9.07	865	8.45	2504

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME SECRETARIES

NUMBER OF SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	16.8	322	9.8	42	15.5	364
1 SECRETARY	56.3	1077	48.7	210	54.9	1287
2 SECRETARIES	19.2	367	26.4	114	20.5	481
3 OR MORE SECRETARIES	7.7	147	15.2	66	9.1	213
TOTAL	100.0	1912	100.0	432	100.0	2345

PERCENT OF DENTISTS EMPLOYING FULL-TIME SECRETARIES

FULL-TIME SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	26.0	499	19.0	82	24.7	581
1 SECRETARY	60.3	1159	53.3	231	59.0	1390
2 SECRETARIES	9.8	188	18.0	78	11.3	265
3 OR MORE SECRETARIES	4.0	76	9.8	42	5.0	118
TOTAL	100.0	1921	100.0	434	100.0	2354

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME SECRETARIES

PART-TIME SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	77.2	1475	74.2	321	76.6	1796
1 SECRETARY	16.6	318	19.3	83	17.1	402
2 SECRETARIES	5.1	97	5.4	23	5.1	121
3 OR MORE SECRETARIES	1.1	21	1.1	5	1.1	26
TOTAL	100.0	1912	100.0	432	100.0	2345

MEAN SECRETARIES PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME SECRETARIES PER DENTIST	0.9	1611	1.1	705	1.0	2316
FULL-TIME SECRETARIES PER DENTIST	0.7	1618	0.9	707	0.7	2325
PART-TIME SECRETARIES PER DENTIST	0.2	1611	0.3	705	0.2	2316

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

NUMBER OF SECRETARIES PER DENTIST AMONG DENTISTS EMPLOYING SECRETARIES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME SECRETARIES PER DENTIST	1.1	1340	1.2	636	1.1	1976
FULL-TIME SECRETARIES PER DENTIST	1.0	1198	1.1	573	1.0	1771
PART-TIME SECRETARIES PER DENTIST	1.0	368	1.0	182	1.0	550

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

NUMBER OF TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	95.2	1826	82.0	355	92.7	2180
1 TECHNICIAN	3.5	66	12.5	54	5.1	120
2 OR MORE TECHNICIANS	1.4	26	5.5	24	2.1	50
TOTAL	100.0	1918	100.0	432	100.0	2351

PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

FULL-TIME TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	96.7	1857	87.3	378	95.0	2234
1 TECHNICIAN	2.4	45	9.1	39	3.6	84
2 OR MORE TECHNICIANS	0.9	18	3.7	16	1.4	34
TOTAL	100.0	1919	100.0	433	100.0	2352

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

PART-TIME TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	98.0	1880	93.5	405	97.1	2285
1 TECHNICIAN	1.7	33	5.5	24	2.4	57
2 OR MORE TECHNICIANS	0.3	6	1.0	4	0.4	10
TOTAL	100.0	1919	100.0	433	100.0	2352

MEAN TECHNICIANS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME TECHNICIANS PER DENTIST	0.0	1616	0.2	705	0.1	2321
FULL-TIME TECHNICIANS PER DENTIST	0.0	1617	0.1	706	0.0	2323
PART-TIME TECHNICIANS PER DENTIST	0.0	1617	0.1	706	0.0	2323

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

NUMBER OF TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME TECHNICIANS PER DENTIST	0.9	78	1.0	127	1.0	205
FULL-TIME TECHNICIANS PER DENTIST	0.9	53	1.0	90	0.9	143
PART-TIME TECHNICIANS PER DENTIST	0.8	33	1.0	46	0.9	79

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME BOOKKEEPERS

NUMBER OF BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	70.9	1360	60.1	260	68.9	1620
1 BOOKKEEPER	25.6	491	30.8	133	26.6	625
2 OR MORE BOOKKEEPERS	3.5	68	9.1	39	4.5	107
TOTAL	100.0	1919	100.0	432	100.0	2352

PERCENT OF DENTISTS EMPLOYING FULL-TIME BOOKKEEPERS

FULL-TIME BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	85.0	1632	73.5	318	82.9	1950
1 BOOKKEEPER	13.0	249	21.3	92	14.5	341
2 OR MORE BOOKKEEPERS	2.0	38	5.2	23	2.6	61
TOTAL	100.0	1919	100.0	432	100.0	2352

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME BOOKKEEPERS

PART-TIME BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	84.6	1625	82.6	358	84.2	1983
1 BOOKKEEPER	14.2	272	15.4	67	14.4	339
2 OR MORE BOOKKEEPERS	1.2	24	2.0	9	1.4	32
TOTAL	100.0	1921	100.0	434	100.0	2354

MEAN BOOKKEEPERS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	0.0	1616	0.2	705	0.1	2321
FULL-TIME BOOKKEEPERS PER DENTIST	0.0	1617	0.1	706	0.0	2323
PART-TIME BOOKKEEPERS PER DENTIST	0.0	1617	0.1	706	0.0	2323

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

NUMBER OF BOOKKEEPERS PER DENTIST AMONG DENTISTS EMPLOYING BOOKKEEPERS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	0.9	78	1.0	127	1.0	205
FULL-TIME BOOKKEEPERS PER DENTIST	0.9	53	1.0	90	0.9	143
PART-TIME BOOKKEEPERS PER DENTIST	0.8	33	1.0	46	0.9	79

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

ALL STAFF

Most solo dentists (96.3%) employed some full- or part-time staff. Just under one-half (49.2%) employed between one and three employees, and 47.1% employed four or more staff persons.

A larger percentage of solo dentists employed full-time personnel (87.5%) than employed part-time personnel (61.4%) Just over two-thirds of solo dentists (67.0%) employed between one and three full-time personnel, and half (53.0%) employed between one and three part-time personnel. Only 4.1% of the dentists employed over four part-time staff persons; 10.1% of the dentists employed over four full-time staff persons. The average number of personnel (full- or part-time) per dentist among dentists who employed personnel was 3.8.

DENTAL HYGIENISTS

Half (54.1%) of the solo dentists reported employing at least one full- or part-time dental hygienist. More general practitioners than specialists employed hygienists. Over half (59.6%) of solo general practitioners and just over one quarter (27.0%) of solo specialists employed at least one full- or part-time hygienist. A greater percentage of solo dentists employed part-time hygienists (34.6%) than employed full-time hygienists (27.1%). In all cases, more general practitioners employed hygienists than did specialists.

Among solo dentists employing hygienists, the mean number of hygienists per dentist was 1.5. The average number of patients treated by hygienists in solo practices was 36.3 per week. Hygienists employed by solo specialists treated slightly more patients per week (45.0 patients among all hygienists), and hygienists employed by solo general practitioners treated slightly fewer patients per week (35.5 patients). Each hygienist in a solo practice treated an average of 25.8 patients per week.

Hygienists employed by solo dentists had an average of just under five years (4.5) experience in the current practice and an average of just over five years (5.3) prior experience. The average weekly salary paid to a full-time hygienist was $510.50 and the average hourly salary on a full- or part-time basis was $15.91.

CHAIRSIDE ASSISTANTS

Only 10.5% of all solo dentists did not employ chairside assistants. Just under one-half (48.3%) employed one assistant, and 41.2% employed two or more assistants. A higher proportion of general practitioners employed only one assistant (51.7%) than employed two or more assistants (37.1%). Among specialists, 31.8% employed one assistant while 60.9% employed two or more assistants. Over three quarters of solo dentists employed full-time assistants (77.4%), but only 26.2% employed part-time assistants.

Among dentists employing assistants, the mean number of assistants per dentist was 1.6. The average chairside assistant had an average of just under five years (4.7) experience in the current position and an average of 2.9 years prior assisting experience. The average weekly salary for a full-time assistant was $300.78 and the average hourly salary on a full- or part-time basis was $8.32. Chairside assistants employed by solo specialists were paid a slightly higher average hourly salary ($8.88) than were assistants employed by solo general practitioners ($8.18).

DENTAL LABORATORY TECHNICIANS

Almost all solo dentists (94.3%) did not employ full- or part-time laboratory technicians; 4.7% employed one technician, and only 1.0% employed two or more technicians. A higher percentage of the specialists employed technicians than did of the general practitioners (18.5% of the specialists versus 3.2% of the GPs). Among all solo dentists, the mean number of technicians per dentist was 0.1. Among dentists employing technicians, the average was 1.2 technicians per dentist.

EMPLOYMENT OPPORTUNITIES IN THE PRIVATE PRACTICE

Over twenty percent (22.3%) of solo dentists reported open positions for dental hygienists that were filled in 1988, and 7.0% reported open positions that were left unfilled. A larger percentage of solo dentists (39.7%) had open chairside assistant positions that were filled in 1988, and only 6.3% had positions that were left unfilled. The mean salary for a hygienist with no prior experience was $13.80 an hour; for a chairside assistant with no experience, this figure was $6.46 an hour. Among solo dentists with at least one open hygienist position in 1988, the average time the position remained open was 9.6 weeks. Among solo dentists with at least one open chairside assistant position, the average number of weeks the position remained open was 4.0.

Under one quarter (23.8%) of solo GPs reported that they had at least one open position for a dental hygienist that was filled in 1988, and 7.2% reported at least one position left unfilled. Positions remained open for an average of 9.4 weeks among GPs with open hygienist positions. Solo GPs would have paid an average of $13.75 an hour as a starting salary for a hygienist with no prior experience.

Among solo specialists, 13.8% reported having open positions for hygienists that were filled in 1988, and only 6.2% reported open positions that were left unfilled. Among those who had open positions, positions remained open an average of 11.8 weeks. A solo specialist would have paid an average starting salary of $14.33 an hour to a hygienist with no prior experience.

Of the solo general practitioners in the sample, 38.5% reported open positions for chairside assistants that were filled in 1988 and 6.0% reported open positions for assistants that were left unfilled. The solo general practitioners in the sample would have paid an average starting salary of $6.41 an hour to a chairside assistant with no prior experience.

Solo specialists would have paid an average starting salary of $6.71 an hour to an assistant with no prior experience. Among solo specialists, 45.8% reported open positions for chairside assistants that were filled in 1988, and 7.7% reported open assistant positions remaining unfilled. For solo GPs with open assistant positions, the positions were open an average of 3.9 weeks; for solo specialists, positions were open an average of 4.4 weeks.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
NUMBER OF EMPLOYEES	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	4.2	59	1.1	3	3.7	62
1 EMPLOYEE	10.1	142	6.5	18	9.5	161
2 EMPLOYEES	17.6	248	14.7	42	17.1	290
3 EMPLOYEES	23.2	328	19.3	55	22.6	382
4 EMPLOYEES	16.8	237	18.0	51	17.0	288
5 EMPLOYEES	12.1	171	15.4	44	12.7	214
6 EMPLOYEES	7.9	112	9.3	26	8.1	138
7 OR MORE EMPLOYEES	8.0	113	15.8	45	9.3	158
TOTAL	100.0	1410	100.0	283	100.0	1694

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
FULL-TIME EMPLOYEES	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	13.1	185	9.5	27	12.5	212
1 EMPLOYEE	19.1	271	12.5	36	18.0	306
2 EMPLOYEES	30.9	437	22.0	63	29.4	499
3 EMPLOYEES	19.0	269	22.2	63	19.6	333
4 EMPLOYEES	10.1	142	12.5	36	10.5	178
5 EMPLOYEES	4.3	61	10.1	29	5.3	89
6 EMPLOYEES	2.0	28	6.3	18	2.7	46
7 OR MORE EMPLOYEES	1.5	21	5.0	14	2.1	35
TOTAL	100.0	1415	100.0	285	100.0	1700

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
PART-TIME EMPLOYEES	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO EMPLOYEES	38.2	539	40.9	117	38.6	655
1 EMPLOYEE	26.3	372	25.2	72	26.1	443
2 EMPLOYEES	18.3	259	16.6	47	18.0	306
3 EMPLOYEES	8.8	125	9.2	26	8.9	151
4 EMPLOYEES	4.3	61	3.7	10	4.2	71
5 EMPLOYEES	2.8	39	1.3	4	2.5	43
6 EMPLOYEES	0.6	8	0.9	2	0.6	11
7 OR MORE EMPLOYEES	0.7	9	2.4	7	1.0	16
TOTAL	100.0	1411	100.0	285	100.0	1697

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN PERSONNEL PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME PERSONNEL PER DENTIST	3.5	1188	4.4	462	3.7	1650
FULL-TIME PERSONNEL PER DENTIST	2.2	1192	3.0	464	2.4	1656
PART-TIME PERSONNEL PER DENTIST	1.3	1189	1.3	465	1.3	1654

MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME PERSONNEL PER DENTIST	3.7	1138	4.4	457	3.8	1595
FULL-TIME PERSONNEL PER DENTIST	2.6	1036	3.3	420	2.7	1456
PART-TIME PERSONNEL PER DENTIST	2.1	735	2.2	275	2.1	1010

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

NUMBER OF HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	40.4	572	73.0	209	45.9	781
1 HYGIENIST	37.3	528	14.3	41	33.4	569
2 HYGIENISTS	16.9	240	6.9	20	15.2	259
3 OR MORE HYGIENISTS	5.4	76	5.8	17	5.4	93
TOTAL	100.0	1416	100.0	286	100.0	1703

PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

FULL-TIME HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	70.9	1004	82.9	237	72.9	1242
1 HYGIENIST	25.6	362	13.5	39	23.5	401
2 HYGIENISTS	3.4	49	3.0	9	3.4	57
3 OR MORE HYGIENISTS	0.1	1	0.6	2	0.2	3
TOTAL	100.0	1416	100.0	286	100.0	1703

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

PART-TIME HYGIENISTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO HYGIENISTS	61.6	872	84.4	242	65.4	1114
1 HYGIENIST	25.5	361	8.8	25	22.7	386
2 HYGIENISTS	9.1	128	3.6	10	8.1	139
3 OR MORE HYGIENISTS	3.9	55	3.2	9	3.7	64
TOTAL	100.0	1416	100.0	286	100.0	1703

MEAN HYGIENISTS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME HYGIENISTS PER DENTIST	0.9	1193	0.5	467	0.8	1660
FULL-TIME HYGIENISTS PER DENTIST	0.3	1193	0.2	467	0.3	1660
PART-TIME HYGIENISTS PER DENTIST	0.6	1193	0.3	467	0.5	1660

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN HYGIENISTS PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME HYGIENISTS PER DENTIST	1.5	711	1.8	126	1.5	837
FULL-TIME HYGIENISTS PER DENTIST	1.1	347	1.3	80	1.1	427
PART-TIME HYGIENISTS PER DENTIST	1.5	458	1.7	73	1.5	531

MEAN NUMBER OF PATIENTS TREATED BY HYGIENISTS WEEKLY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
PATIENTS TREATED:	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
BY EACH HYGIENIST	25.6	658	28.1	111	25.8	769
BY ALL HYGIENISTS	35.5	659	45.0	111	36.3	770

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
YEARS OF EMPLOYMENT IN THE CURRENT PRACTICE	4.5	800	4.2	140	4.5	940
YEARS OF PRIOR EXPERIENCE	5.3	783	5.1	134	5.3	917

MEAN HYGIENIST SALARY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
HYGIENIST'S SALARY	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKLY, FULL-TIME	$ 508.65	263	$ 527.29	56	$ 510.50	319
HOURLY, FULL- OR PART-TIME	15.87	748	16.46	127	15.91	875

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

NUMBER OF ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	11.2	158	7.3	21	10.5	179
1 ASSISTANT	51.7	731	31.8	91	48.3	822
2 ASSISTANTS	30.6	433	32.8	94	31.0	527
3 OR MORE ASSISTANTS	6.5	93	28.1	80	10.2	173
TOTAL	100.0	1415	100.0	286	100.0	1701

PERCENT OF DENTISTS EMPLOYING FULL-TIME ASSISTANTS

FULL-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	23.4	331	18.5	53	22.6	384
1 ASSISTANT	54.5	772	37.1	106	51.6	878
2 ASSISTANTS	19.8	280	26.8	77	21.0	357
3 OR MORE ASSISTANTS	2.3	32	17.6	50	4.8	82
TOTAL	100.0	1415	100.0	286	100.0	1701

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME ASSISTANTS

PART-TIME ASSISTANTS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO ASSISTANTS	75.4	1067	66.2	190	73.8	1257
1 ASSISTANT	17.7	250	23.1	66	18.6	317
2 ASSISTANTS	5.7	81	7.1	20	5.9	101
3 OR MORE ASSISTANTS	1.3	18	3.6	10	1.7	28
TOTAL	100.0	1416	100.0	286	100.0	1703

MEAN ASSISTANTS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.3	1192	2.0	466	1.5	1658
FULL-TIME ASSISTANTS PER DENTIST	1.0	1192	1.5	466	1.1	1658
PART-TIME ASSISTANTS PER DENTIST	0.3	1193	0.5	467	0.4	1660

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MEAN ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.5	1059	2.2	432	1.6	1491
FULL-TIME ASSISTANTS PER DENTIST	1.3	913	1.8	380	1.4	1293
PART-TIME ASSISTANTS PER DENTIST	1.3	294	1.6	158	1.4	452

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

ASSISTANT MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
YEARS OF EMPLOYMENT IN THE CURRENT PRACTICE	4.7	1162	4.6	557	4.7	1719
YEARS OF PRIOR EXPERIENCE	3.0	1159	2.8	541	2.9	1700

MEAN ASSISTANT SALARY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
ASSISTANT'S SALARY	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKLY, FULL-TIME	$ 295.32	835	$ 321.29	430	$ 300.78	1265
HOURLY, FULL- OR PART-TIME	8.18	1085	8.88	527	8.32	1612

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME SECRETARIES

NUMBER OF SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	20.1	284	11.0	31	18.6	315
1 SECRETARY	62.7	886	59.6	170	62.2	1055
2 SECRETARIES	15.2	215	24.9	71	16.9	286
3 OR MORE SECRETARIES	1.9	27	4.5	13	2.4	40
TOTAL	100.0	1411	100.0	285	100.0	1697

PERCENT OF DENTISTS EMPLOYING FULL-TIME SECRETARIES

FULL-TIME SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	29.8	423	22.1	63	28.5	486
1 SECRETARY	65.0	920	63.2	181	64.7	1101
2 SECRETARIES	4.8	68	13.7	39	6.3	107
3 OR MORE SECRETARIES	0.4	6	1.1	3	0.5	9
TOTAL	100.0	1416	100.0	286	100.0	1703

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME SECRETARIES

PART-TIME SECRETARIES	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO SECRETARIES	81.7	1154	75.9	217	80.8	1370
1 SECRETARY	13.6	192	19.6	56	14.6	248
2 SECRETARIES	4.0	57	3.9	11	4.0	68
3 OR MORE SECRETARIES	0.6	8	0.6	2	0.6	10
TOTAL	100.0	1411	100.0	285	100.0	1697

MEAN SECRETARIES PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME SECRETARIES PER DENTIST	1.0	1189	1.2	465	1.0	1654
FULL-TIME SECRETARIES PER DENTIST	0.8	1193	0.9	467	0.8	1660
PART-TIME SECRETARIES PER DENTIST	0.2	1189	0.3	465	0.3	1654

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

NUMBER OF SECRETARIES PER DENTIST AMONG DENTISTS EMPLOYING SECRETARIES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME SECRETARIES PER DENTIST	1.3	950	1.4	414	1.3	1364
FULL-TIME SECRETARIES PER DENTIST	1.1	837	1.2	364	1.1	1201
PART-TIME SECRETARIES PER DENTIST	1.3	217	1.2	112	1.3	329

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

NUMBER OF TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	96.8	1371	81.5	233	94.3	1604
1 TECHNICIAN	2.7	38	14.8	42	4.7	80
2 OR MORE TECHNICIANS	0.5	7	3.6	10	1.0	18
TOTAL	100.0	1416	100.0	286	100.0	1702

PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

FULL-TIME TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	98.2	1390	88.0	251	96.4	1642
1 TECHNICIAN	1.6	23	9.9	28	3.0	51
2 OR MORE TECHNICIANS	0.3	4	2.1	6	0.6	10
TOTAL	100.0	1416	100.0	286	100.0	1702

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

PART-TIME TECHNICIANS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO TECHNICIANS	98.6	1396	92.7	266	97.6	1662
1 TECHNICIAN	1.3	18	6.4	18	2.1	36
2 OR MORE TECHNICIANS	0.2	2	0.9	2	0.3	5
TOTAL	100.0	1416	100.0	286	100.0	1703

MEAN TECHNICIANS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME TECHNICIANS PER DENTIST	0.0	1193	0.2	466	0.1	1659
FULL-TIME TECHNICIANS PER DENTIST	0.0	1193	0.1	466	0.0	1659
PART-TIME TECHNICIANS PER DENTIST	0.0	1193	0.1	467	0.0	1660

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

NUMBER OF TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME TECHNICIANS PER DENTIST	1.2	38	1.2	86	1.2	124
FULL-TIME TECHNICIANS PER DENTIST	1.2	22	1.2	56	1.2	78
PART-TIME TECHNICIANS PER DENTIST	1.1	17	1.1	34	1.1	51

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME BOOKKEEPERS

NUMBER OF BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	76.8	1087	68.5	196	75.4	1283
1 BOOKKEEPER	21.5	304	27.3	78	22.4	382
2 OR MORE BOOKKEEPERS	1.8	25	4.3	12	2.2	37
TOTAL	100.0	1416	100.0	286	100.0	1702

PERCENT OF DENTISTS EMPLOYING FULL-TIME BOOKKEEPERS

FULL-TIME BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	89.8	1271	80.0	229	88.1	1500
1 BOOKKEEPER	9.6	137	18.0	52	11.0	188
2 OR MORE BOOKKEEPERS	0.6	8	1.9	6	0.8	14
TOTAL	100.0	1416	100.0	286	100.0	1702

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME BOOKKEEPERS

PART-TIME BOOKKEEPERS	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO BOOKKEEPERS	86.7	1227	86.1	247	86.6	1474
1 BOOKKEEPER	12.5	177	12.8	37	12.5	214
2 OR MORE BOOKKEEPERS	0.8	12	1.1	3	0.9	15
TOTAL	100.0	1416	100.0	286	100.0	1703

MEAN BOOKKEEPERS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	0.0	1193	0.2	466	0.1	1659
FULL-TIME BOOKKEEPERS PER DENTIST	0.0	1193	0.1	466	0.0	1659
PART-TIME BOOKKEEPERS PER DENTIST	0.0	1193	0.1	467	0.0	1660

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

NUMBER OF BOOKKEEPERS PER DENTIST AMONG DENTISTS EMPLOYING BOOKKEEPERS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	1.2	38	1.2	86	1.2	124
FULL-TIME BOOKKEEPERS PER DENTIST	1.2	22	1.2	56	1.2	78
PART-TIME BOOKKEEPERS PER DENTIST	1.1	17	1.1	34	1.1	51

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1989 Survey of Dental Practice (SDP) was a condensed version of the long-form 1988 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1989 SDP was initially mailed in February 1989. Two follow-up mailings to non-respondents occurred in March and April 1989. A telephone follow-up to non-respondents was conducted in May and June 1989. Coding, hand-editing, and computer processing were completed in August 1989. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 67.4%, of specialists, 32.6%.

The weights were computed as follows:

General Practitioner	.80/.6739490 = 1.187033
Specialist	.20/.3260509 = 0.613401

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1988) practice prior to 1988.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the population of dentists. Please note that individual specialties were not oversampled, and, therefore, statistics are presented for specialists as a group only. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
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№ 0000

1989 Survey of Dental Practice

Please answer **all** questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1988? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/ staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1988.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1988, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary** practice during 1988), please give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	Secondary Practice
2. What was the zip code of your practice(s) during 1988?	______	______
	zip code	

	Primary Practice	Secondary Practice
3. In what year did you **first** become associated with the primary/secondary practice where you practiced during 1988?	19 ____	19 ____

4. Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____________		

5. Which **one** of the following **best** describes your employment status in the practice(s) during 1988?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1988.

The average number of:	Primary Practice	Secondary Practice
a. **Total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **Emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1988.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8. During a typical week in 1988, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)

	Primary Practice Percentage of Time Per Week
a. Diagnostic (exams, x-rays, etc.)	________%
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	________%
c. Operative (restoration, amalgams, inlays, etc.)	________%
d. Prosthodontic	________%
e. Endodontic	________%
f. Periodontic	________%
g. Orthodontic	________%
h. Oral and maxillofacial surgery	________%
i. General services (anesthesia, patient management, counseling, miscellaneous)	________%
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1988. ________ minutes

10. What was **your** 1988 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice?	$________
b. Your secondary practice (if applicable)?	$________
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$________

Entire Primary Practice Characteristics

11 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1988. (If none, enter zero.)

	Number of Dentist Positions
a Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	
b Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	

12 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the following practice areas in the **primary practice** during 1988.

	Number of Dentist Positions	
	full-time	**part-time**
a General practice		
b Specialty		

13. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1988. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a. Dental hygienist(s)		
b. Chairside assistant(s)		
c. Secretary/receptionist(s)*		
d. Dental laboratory technician(s)		
e. Bookkeeper, business personnel		
f. Other, please specify ______		

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. For the **entire primary practice** in 1988, please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	**Chairside Assistants**
a. Number of open positions:		
filled in 1988		
unfilled in 1988		
b. Average number of weeks position(s) was open		

15. In 1988, what would the practice have paid as a starting salary for new employees with no prior experience in the following auxiliary positions?

	Starting Salary
a Dental hygienist	$ ____ /hour
b. Chairside assistant	$ ____ /hour

16. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1988. (If no hygienists were employed, skip to question 17.)

______ total visits per week

18. a. In 1988, was your **primary practice** located in more than one office?

Yes	1
No (Skip to question 19.)	2

b. If yes, indicate the number of offices associated with your **primary practice** ______

19. In the **entire primary practice** during 1988:

a. What was the total number of operatories? ______ operatories

b. What was the total square feet of office space? ______ square feet

If you were a solo practitioner during 1988, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1988:

The average number of:	**Entire Practice**
a. **Total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	______ visits per week
b. **Emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	______ visits per week

17. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1988. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary/ Commission (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Chairside Assistant(s):								
Position #1	☐	$						
Position #2	☐	$						
		per year	weeks	hours	years	months	years	months

21. For the **entire year of 1988**, indicate the **total** number of **patients treated by the primary practice.** ______ total patients

22. For the **entire primary practice** during 1988, how long did an average patient of record and **average** new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

23. Approximately what percentage of the patients who visited the primary practice in 1988

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $10,000?	______%
$10,000 to 29,999?	______%
$30,000 or more?	______%
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	**100%**
d. were:	
male?	______%
female?	______%
Total	**100%**
e. traveled various distances (from work or home) to your **primary practice** office:	
within walking distance or a 1-10 minute drive or transportation	______%
within 11-39 minute drive or transportation	______%
within 40 or more minute drive or transportation	______%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1988. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiographs)	☐	$______
b. Bitewing radiographs, four films	☐	$______
c. Dental prophylaxis, for adults	☐	$______
d. Pit and fissure sealant, per tooth	☐	$______
e. Topical fluoride treatment (including prophylaxis), child	☐	$______
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$______
g. Fixed unilateral space maintainer	☐	$______
h. Crown (full cast), high noble metal	☐	$______
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$______
j. Periodontal scaling and root planing—per quadrant	☐	$______
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$______
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$______

25. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1988 (annual billing)? $______

26. What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	______%
c. as direct payment from private insurance carriers?	______%
d. from other sources of payment? Please specify ______	______%
Total	**100%**

27. During 1988, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1988? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$______
b. Yearly mortgage (including interest)	$______
c. Total salaries, wages and commissions of non-dentist employees	$______
d. Total salaries, wages and commissions of employed dentists (exclude salaries of owner dentists or shareholders of incorporated practices)	$______
e. Total salaries, wages and commissions of officers/shareholder dentists (for incorporated practices only)	$______
f. Dental supplies	$______
g. Commercial dental laboratory charges	$______
h. Advertising expenses	$______

29. What were the **total professional expenses** of operating the **entire primary practice** during 1988? $______
(This figure should be greater than the sum of the figures in question 28.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

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ADA

American
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Association

211 East Chicago Avenue
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The Bureau of Economic and
Behavioral Research

The 1989 Survey of Dental Practice

Sources of Payment for Dental Services

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HIGHLIGHTS

- Please note that statistics are reported for independent (owner) dentists only in the United States as a whole and for each of the nine census regions. Gross income represents receipts to the entire primary practice in which the responding dentist worked in 1988.

- Among independent private practitioners nationally, direct patient payment for dental services accounted for 46.2% of total gross income. This compares to 48.2% paid by private insurance and 4.9% paid by government programs.

- For independent general practitioners, 44.6% of gross income was paid directly by patients, 49.8% was paid through private insurance, and 4.9% of gross income was received from government programs. In comparison, 53.3% of independent specialists' gross income was paid by patients, 41.2% by private insurance, and 4.8% by government programs.

- Among all independent dentists, 2.7% reported no contribution to gross income from private insurance. Only 2.0% of general practitioners and 6.1% of specialists reported no income from private insurance payments.

- Over half (53.3%) of independent dentists reported no payments from government programs. This figure represents the 53.8% of independent general practitioners and 51.1% of independent specialists who reported no income from government programs.

- Across geographical regions, the percentage of independent dentists' gross income paid by private insurance ranged from a low of 41.4% in the West South Central region to a high of 53.6% in the Pacific region.

- The percentage of gross income from government programs ranged from 3.5% in the Middle Atlantic region to 7.0% in the East South Central region.

* The percentage of dentists with no private insurance payments ranged from 0.4% in the West North Central region to 4.3% in the West South Central region.

* The percentage of dentists with no payments from government programs ranged from 27.8% in the West North Central region to 65.3% in the Middle Atlantic region.

INTRODUCTION

This report provides descriptive statistics drawn from the 1989 Survey of Dental Practice regarding sources of payment for dental services among independent private practitioners. Statistics are reported for the nation as a whole and for each of the nine census regions. Percentages of gross income received from the following sources are reported: direct patient payment, payment from government programs (Medicare, Medicaid, or other public insurance), direct payment from private insurance carriers, and payment from other sources (capitation or pre-paid, worker's compensation, trust fund, charity or not-for-profit, etc.). The tables present figures for general practitioners and specialists, as well as for all dentists. All statistics in this report are weighted to reflect the national proportions of general practitioners and specialists.

The mean gross income used in this report represents gross income for the entire practice. Thus, regions in which income is higher may contain higher percentages of nonsolo practices than regions in which income is lower. A mean gross income per owner dentist figure is included to allow for comparison among regions.

UNITED STATES

On average, direct patient payment accounted for 46.2% of the gross income of private practitioners. Private dental insurance accounted for 48.2% of gross income, while government programs contributed only 4.9%.

Independent specialists received more of their gross income from direct patient payment than did general practitioners (53.3% versus 44.6%, respectively). General practitioners received a larger portion of their gross income from private insurance than did specialists (49.8% and 41.2%, respectively). The mean gross income for an entire practice was $311,305. Per owner, independent private practitioners earned an average of $254,423 in 1988. On a per owner basis, independent specialists' gross income exceeded that of general practitioners by 33.1%.

Of all independent private practitioners, only 2.7% received no payment from private dental insurance. An average of 6.1% of independent specialists received no payment from dental insurance, while only 2.0% of general practitioners reported no payment from this source. Over half (53.3%) of all private practitioners received no payments from government programs. This figure was similar for both independent general practitioners and specialists (53.8% and 51.1% respectively).

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
UNITED STATES

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$284,444	1258	$434,919	529	$311,305	1787
MEAN GROSS INCOME PER OWNER DENTIST	240,234	1258	319,717	529	254,423	1787
DIRECT PATIENT PAYMENT	44.6	1300	53.3	554	46.2	1854
PRIVATE DENTAL INSURANCE	49.8	1300	41.2	554	48.2	1854
GOVERNMENT PROGRAMS	4.9	1300	4.8	554	4.9	1854
BY OTHER MEANS	0.7	1300	0.7	554	0.7	1854

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.0	31	6.1	21	2.7	52
GOVERNMENT PROGRAMS	53.8	831	51.1	174	53.3	1005

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

NEW ENGLAND

The overall gross income for independent private practitioners in New England was $342,700 which was 10.1% higher than the national average. However, if the average income per owner dentist is compared, the New England average is only 3.8% higher than the national per owner mean. On a per owner dentist basis, the average New England specialists' gross income was 3.4% lower than the national average. Per owner general practitioner, the average gross income in New England was 4.7% higher than the national mean.

New England specialists received lower percentages of gross income from direct patient payment and more from private dental insurance than was suggested by national averages. New England general practitioners, however, were similar to general practitioners nationally.

MAINE
NEW HAMPSHIRE
VERMONT
MASSACHUSETTS
CONNECTICUT
RHODE ISLAND

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$282,226	72	$558,749	39	$342,700	111
MEAN GROSS INCOME PER OWNER DENTIST	251,547	72	308,832	39	264,075	111
DIRECT PATIENT PAYMENT	45.9	75	48.7	41	46.5	116
PRIVATE DENTAL INSURANCE	49.2	75	46.0	41	48.5	116
GOVERNMENT PROGRAMS	5.0	75	5.3	41	5.0	116
BY OTHER MEANS	0.0	75	0.0	41	0.0	116

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	4.0	3	2.4	1	3.7	4
GOVERNMENT PROGRAMS	48.0	43	39.0	10	46.0	53

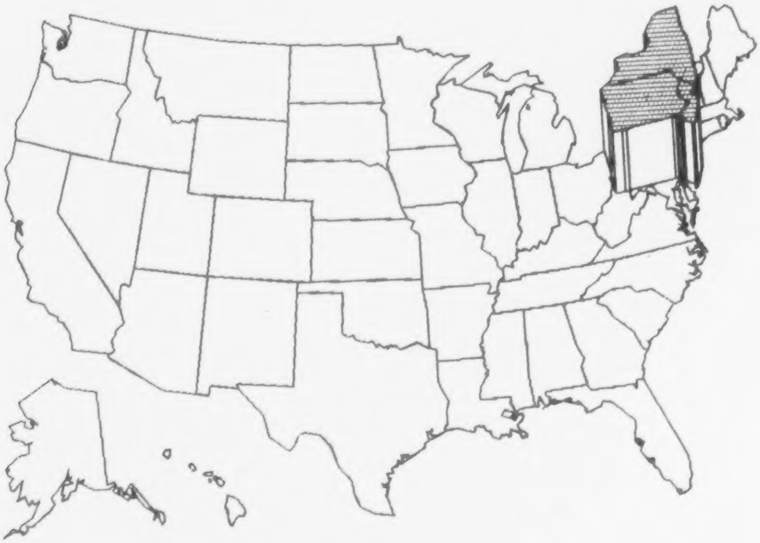
SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MIDDLE ATLANTIC

The overall gross income for independent private practitioners in the Middle Atlantic region was $327,878, which was 5.3% above the national average. On a per dentist basis, gross income was virtually the same for Middle Atlantic dentists as for dentists nationally. This held true for both general practitioner and specialist groups.

Compared to dentists across the nation, dentists in the Middle Atlantic region received higher percentages of gross income from direct patient payment (49.3% versus 46.2%), and lower percentages from private insurance and government programs.

Dentists in the Middle Atlantic region received only 3.5% of their gross income from government programs. While 46.7% of the dentists in the U.S. received at least some income from government sources, only 34.7% of the dentists in the Middle Atlantic region received income from these sources.



NEW JERSEY
NEW YORK
PENNSYLVANIA

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$301,173	217	$442,308	98	$327,878	315
MEAN GROSS INCOME PER OWNER DENTIST	237,464	217	310,710	98	251,323	315
DIRECT PATIENT PAYMENT	47.2	240	58.1	111	49.3	351
PRIVATE DENTAL INSURANCE	48.9	240	37.7	111	46.7	351
GOVERNMENT PROGRAMS	3.4	240	4.2	111	3.5	351
BY OTHER MEANS	0.5	240	0.0	111	0.4	351

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.1	6	7.2	5	3.1	11
GOVERNMENT PROGRAMS	67.1	191	57.7	39	65.3	230

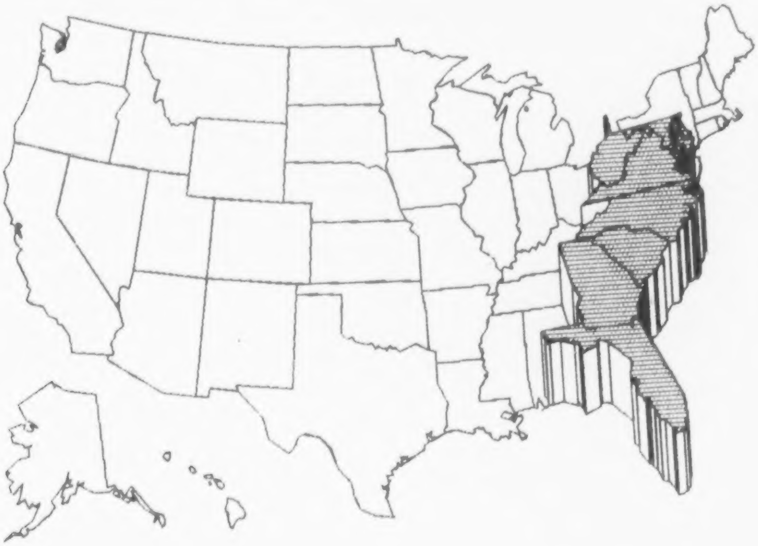
SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

SOUTH ATLANTIC

The overall gross income for independent private practitioners in the South Atlantic region was $353,775, 13.6% more than the national average. On a per owner dentist basis, the average South Atlantic gross income was 15.4% higher than the average national gross income. Per owner dentist, the average South Atlantic GP income was 17.4% higher than the national mean, and the average regional specialist income per owner was 6.2% higher than the national mean.

When compared to national averages, a higher percentage of gross income in the South Atlantic region was received from direct patient payment (50.9% versus 46.2%), while a lower percentage was received from private dental insurance (43.6% versus 48.2%).

A higher percentage of South Atlantic dentists received no payments from dental insurance than did dentists nationally (4.2% and 2.7%, respectively). A lower percentage of South Atlantic dentists received payments from government programs than did dentists across the nation (43.6% versus 46.7%, respectively).



DELAWARE
MARYLAND
FLORIDA
GEORGIA
VIRGINIA
WEST VIRGINIA
NORTH CAROLINA
SOUTH CAROLINA
DISTRICT OF COLUMBIA

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
SOUTH ATLANTIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$326,037	180	$463,573	88	$353,775	268
MEAN GROSS INCOME PER OWNER DENTIST	282,000	180	339,524	88	293,602	268
DIRECT PATIENT PAYMENT	49.4	182	56.9	88	50.9	270
PRIVATE DENTAL INSURANCE	45.1	182	37.6	88	43.6	270
GOVERNMENT PROGRAMS	4.5	182	4.7	88	4.6	270
BY OTHER MEANS	0.9	182	0.8	88	0.9	270

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

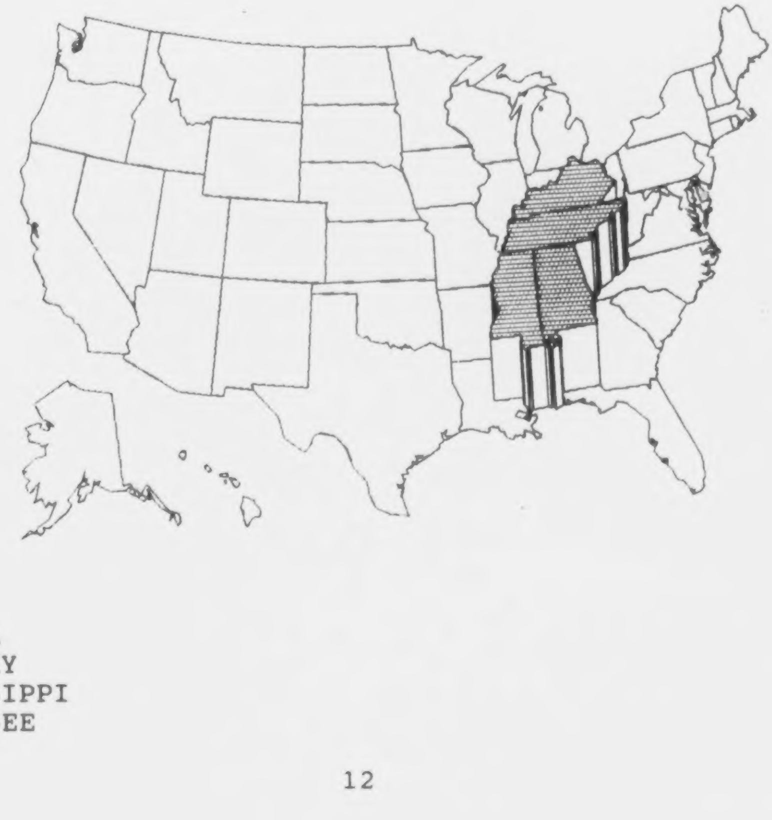
	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	3.3	7	8.0	4	4.2	11
GOVERNMENT PROGRAMS	56.6	122	55.7	30	56.4	152

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

EAST SOUTH CENTRAL

Mean gross income for the East South Central region was reported at $231,862, 25.5% lower than the national average. Per owner dentist, dentists in this region earned an average gross income which was 16.0% lower than the national average. Per owner dentist, regional specialists' average income was 4.5% below the national mean, and regional GPs' average income was 17.3% lower than the national average.

The percentages of gross income received from private dental insurance and government programs regionally varied from national averages. East South Central dentists received a greater percentage of their gross income from government programs (7.0% versus 4.9%) and a lower percentage from private insurance (44.4% versus 48.2%) than did dentists nationwide. In addition, a larger percentage of the dentists in the East South Central region received government payments (50.4%) than did across the United States as a whole (46.7%).



ALABAMA
KENTUCKY
MISSISSIPPI
TENNESSEE

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST*		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$210,313	60	$363,550	19	$231,862	79
MEAN GROSS INCOME PER OWNER DENTIST	198,630	60	305,386	19	213,642	79
DIRECT PATIENT PAYMENT	47.7	61	48.5	19	47.8	80
PRIVATE DENTAL INSURANCE	44.6	61	43.1	19	44.4	80
GOVERNMENT PROGRAMS	7.3	61	5.3	19	7.0	80
BY OTHER MEANS	0.5	61	3.2	19	0.8	80

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	3.3	2	5.3	1	3.6	3
GOVERNMENT PROGRAMS	50.8	37	42.1	5	49.6	42

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

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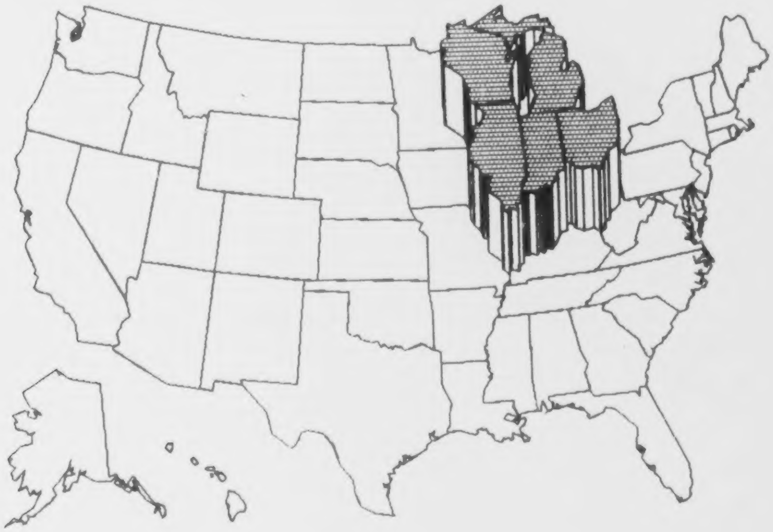
* Please note the low number of respondents in this category when interpreting the results.

EAST NORTH CENTRAL

The mean gross income for independent private practitioners in the East North Central region was $304,317, which was virtually the same as the national mean. Per owner dentist, the average gross income earned by specialists in this region was 3.9% lower than the national average, and the average income earned by general practitioners was 3.7% lower.

In the East North Central region, the percentage of payments received from private dental insurance was higher and the percentage from direct patient payment was lower than the national averages. Government program contributions represented a lower percentage of gross receipts in this region (3.7%) than was suggested by the national average (4.9%).

The percentage of East North Central independent dentists who reported no income from private dental insurance was similar to the national figure. The number of dentists who did not receive any income from government programs was higher than the national average.



ILLINOIS
INDIANA
MICHIGAN
OHIO
WISCONSIN

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$288,428	236	$405,099	72	$304,317	308
MEAN GROSS INCOME PER OWNER DENTIST	231,367	236	307,318	72	241,711	308
DIRECT PATIENT PAYMENT	41.9	245	54.2	80	43.7	325
PRIVATE DENTAL INSURANCE	54.2	245	40.8	80	52.3	325
GOVERNMENT PROGRAMS	3.5	245	4.6	80	3.7	325
BY OTHER MEANS	0.3	245	0.4	80	0.3	325

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

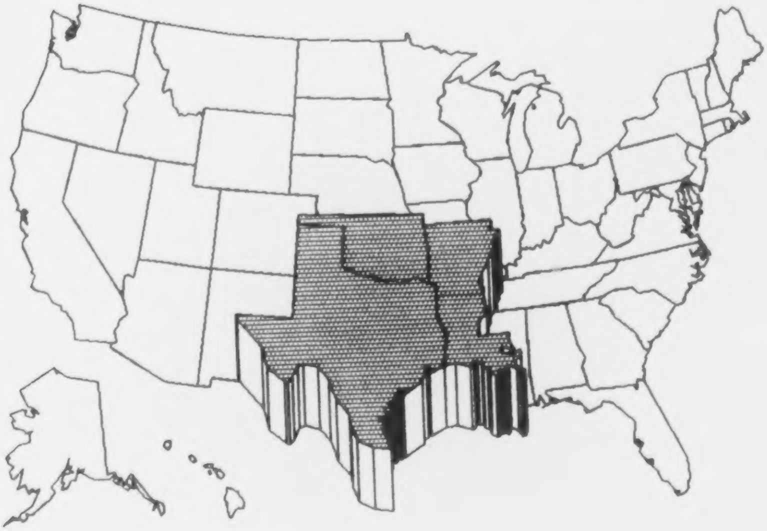
	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.6	5	10.0	5	2.8	10
GOVERNMENT PROGRAMS	59.2	172	53.7	26	58.4	198

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

WEST SOUTH CENTRAL

The mean overall gross income in the West South Central region was reported at $265,591, which is 14.7% lower than the national average. Per owner dentist, the regional GP average gross income was 6.6% lower than the national GP average; specialist average gross income per owner was 2.5% lower than the national specialist mean.

Dentists in this region received more of their gross income from direct patient payment when compared to national figures (52.6% versus 46.2%). A smaller percentage of gross income was paid by private insurance in this region (41.4% versus 48.2% nationally). A higher percentage of dentists regionally (4.3% versus 2.7% nationally) reported receiving no income from private dental insurance.



ARKANSAS
LOUISIANA
OKLAHOMA
TEXAS

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
WEST SOUTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$238,335	101	$378,934	47	$265,591	148
MEAN GROSS INCOME PER OWNER DENTIST	224,268	101	311,822	47	241,240	148
DIRECT PATIENT PAYMENT	51.7	102	56.0	51	52.6	153
PRIVATE DENTAL INSURANCE	42.0	102	39.3	51	41.4	153
GOVERNMENT PROGRAMS	5.5	102	4.4	51	5.2	153
BY OTHER MEANS	0.9	102	0.3	51	0.7	153

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	4.9	6	2.0	1	4.3	7
GOVERNMENT PROGRAMS	52.0	63	51.0	16	51.8	79

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

WEST NORTH CENTRAL

Independent private practitioners in this region reported a mean gross income of $312,576, which is within one half of one percent of the national average. Independent general practitioners' gross income per owner was 6.6% lower than the national average, while independent specialists' average gross income per owner dentist was 10.1% lower.

Dentists in the West North Central region received more income from government programs and less from private insurance than did dentists across the United States. Furthermore, proportionately more dentists in this region received government payments than did dentists nationally (72.2% versus 46.7%).

IOWA
KANSAS
MINNESOTA
MISSOURI
NORTH DAKOTA
SOUTH DAKOTA
NEBRASKA

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$296,062	103	$409,386	34	$312,576	137
MEAN GROSS INCOME PER OWNER DENTIST	224,269	103	287,303	34	233,454	137
DIRECT PATIENT PAYMENT	46.8	103	50.2	35	47.3	138
PRIVATE DENTAL INSURANCE	45.8	103	40.9	35	45.1	138
GOVERNMENT PROGRAMS	6.6	103	8.7	35	6.9	138
BY OTHER MEANS	0.8	103	0.2	35	0.7	138

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.0	0	2.9	1	0.4	1
GOVERNMENT PROGRAMS	27.2	33	31.4	7	27.8	40

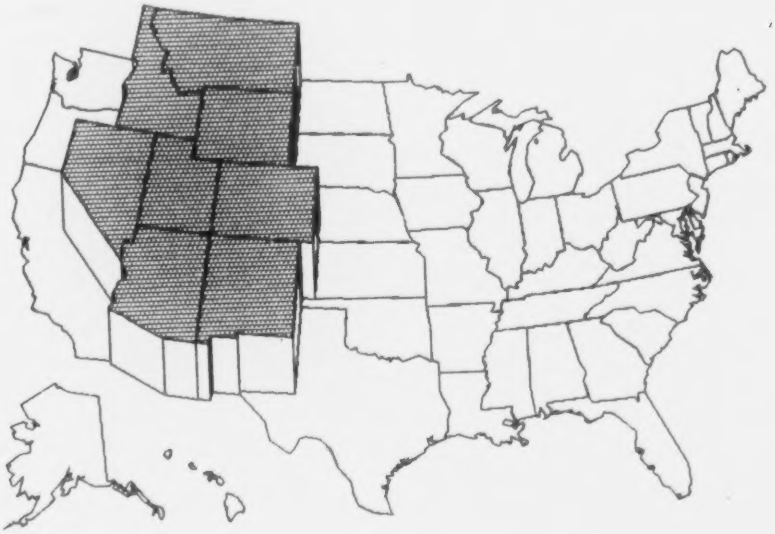
SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

MOUNTAIN

Independent private practitioners in the Mountain region reported a mean gross income of $276,839, which was 11.1% below the national average. The average gross income per owner dentist was 9.8% below the average gross income per owner nationally. Per owner, the average regional general practitioner gross income was 12.5% lower than the national mean, and the specialist average was 1.9% higher than the national average gross income.

The Mountain region did not vary much from national averages in terms of the percentage of income received from government programs. The percentage of income received from direct patient payment was lower that the national average, and the percentage received from private dental insurance was higher.

When compared to the nation as a whole, slightly more independent dentists in the Mountain region received payment from government programs; 52.3% reported that they received payments from government programs (compared to 46.7% nationally).



ARIZONA
COLORADO
IDAHO
MONTANA
NEVADA
NEW MEXICO
UTAH
WYOMING

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$237,235	83	$475,624	32	$276,839	115
MEAN GROSS INCOME PER OWNER DENTIST	210,181	83	325,834	32	229,394	115
DIRECT PATIENT PAYMENT	38.5	77	53.2	30	41.0	107
PRIVATE DENTAL INSURANCE	56.1	77	40.4	30	53.4	107
GOVERNMENT PROGRAMS	3.9	77	6.5	30	4.3	107
BY OTHER MEANS	1.5	77	0.0	30	1.3	107

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.3	1	3.3	1	1.6	2
GOVERNMENT PROGRAMS	51.9	47	26.7	5	47.7	52

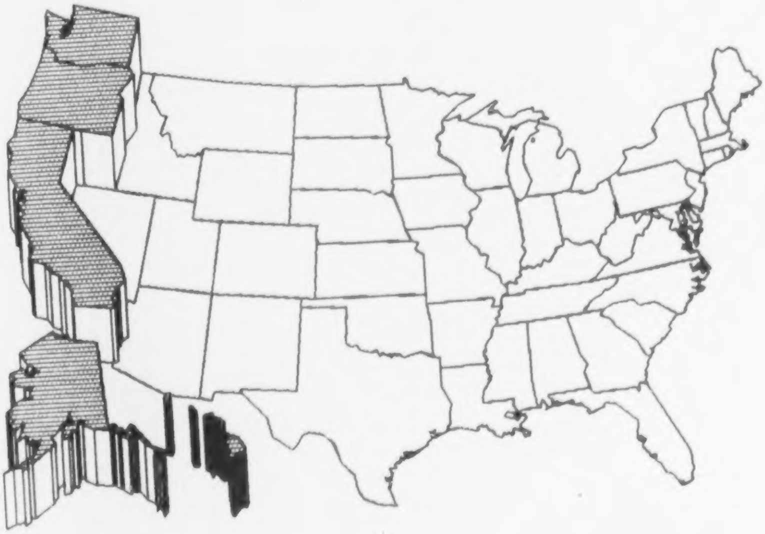
SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PACIFIC

The mean gross income for the Pacific region was $309,310. This is virtually the same as the national figure. However, on a per owner dentist basis, the regional average was 6.0% higher than the national average. Among general practitioners, the Pacific average gross income per owner was 5.7% above the national mean; among specialists, the regional average was 4.2% above the national mean.

This region had the highest percentage of gross income received from private dental insurance, 53.6%. Pacific independent general practitioners received 54.9% of their gross income from private dental insurance (compared to 49.8% of GPs nationally). Pacific specialists received 48.2% of their income from insurance (compared to 41.2% of specialists nationally).

Nearly all dentists (99.0%) in this region reported receiving payments from private dental insurance (compared to 97.3% nationally). Half (50.6%) reported receiving payments from government programs (compared to 46.7% nationally).



ALASKA
CALIFORNIA
HAWAII
OREGON
WASHINGTON

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$285,338	204	$405,876	98	$309,310	302
MEAN GROSS INCOME PER OWNER DENTIST	253,837	204	333,037	98	269,587	302
DIRECT PATIENT PAYMENT	37.2	210	45.8	97	38.9	307
PRIVATE DENTAL INSURANCE	54.9	210	48.2	97	53.6	307
GOVERNMENT PROGRAMS	6.9	210	3.9	97	6.3	307
BY OTHER MEANS	1.0	210	2.1	97	1.2	307

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.0	0	5.2	3	1.0	3
GOVERNMENT PROGRAMS	47.1	117	58.8	35	49.4	152

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1989 Survey of Dental Practice (SDP) was a condensed version of the long-form 1988 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1989 SDP was initially mailed in February 1989. Two follow-up mailings to non-respondents occurred in March and April 1989. A telephone follow-up to non-respondents was conducted in May and June 1989. Coding, hand-editing, and computer processing were completed in August 1989. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 67.4%, of specialists, 32.6%.

The weights were computed as follows:

General Practitioner .80/.6739490 = 1.187033
Specialist .20/.3260509 = 0.613401

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1988) practice prior to 1988.

All Dentists: This group contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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1989 Survey of Dental Practice

Please answer **all** questions by **circling** the number corresponding to the most appropriate response, except where a **fill in the blank** is requested

1 Which of the following best describes your **primary and/or secondary occupation(s)** during 1988? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a Private practice (full- or part-time)	00	00
b Dental school faculty/ staff member	01	01
c Armed Forces	02	02
d Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1988.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1988, please **return** the questionnaire. Thank you

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary** practice during 1988), please give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	Secondary Practice
2 What was the zip code of your practice(s) during 1988?	______	______
	zip code	

	Primary Practice	Secondary Practice
3 In what year did you **first** become associated with the primary/secondary practice where you practiced during 1988?	19 _____	19 _____

4 Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a **salary**, commission, percentage, or **associate basis**	5	5
f Independent contractor	6	6
g. Other, please specify ______________		

5. Which **one** of the following **best** describes your employment status in the practice(s) during 1988?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ______________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1988.

	Primary Practice	Secondary Practice
The average number of:		
a **Total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **Emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1988.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8 During a typical week in 1988, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)

	Primary Practice Percentage of Time Per Week
a. Diagnostic (exams, x-rays, etc.)	________ %
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	________ %
c. Operative (restoration, amalgams, inlays, etc.)	________ %
d Prosthodontic	________ %
e Endodontic	________ %
f. Periodontic	________ %
g. Orthodontic	________ %
h. Oral and maxillofacial surgery	________ %
i. General services (anesthesia, patient management, counseling, miscellaneous)	________ %
Total	**100%**

9 In your **primary practice,** estimate the average scheduled length of an appointment in 1988.	________
	minutes

10. What was **your** 1988 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a Your primary practice?	$________
b Your secondary practice (if applicable)?	$________
c Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$________

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1988. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	______
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	______

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the following practice areas in the **primary practice** during 1988.

	Number of Dentist Positions	
	full-time	**part-time**
a. General practice	______	______
b. Specialty	______	______

13. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1988. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a. Dental hygienist(s)	______	______
b. Chairside assistant(s)	______	______
c. Secretary/receptionist(s)*	______	______
d. Dental laboratory technician(s)	______	______
e. Bookkeeper, business personnel	______	______
f. Other, please specify ______	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. For the **entire primary practice** in 1988, please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	**Chairside Assistants**
a. Number of open positions:		
filled in 1988	______	______
unfilled in 1988	______	______
b. Average number of **weeks** position(s) was open	______	______

15. In 1988, what would the practice have paid as a starting salary for new employees with no prior experience in the following auxiliary positions?

	Starting Salary
a. Dental hygienist	$ ______ /hour
b. Chairside assistant	$ ______ /hour

16. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1988. (If no hygienists were employed, skip to question 17.)

______
total visits per week

18. a. In 1988, **was your primary practice** located in more than one office?

Yes	1
No (Skip to question 19.)	2

b. If yes, indicate the number of offices associated with your **primary practice** ______

19. In the **entire primary practice** during 1988:

a. What was the total number of operatories? ______ operatories

b. What was the total square feet of office space? ______ square feet

If you were a solo practitioner during 1988, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1988:

The average number of:	**Entire Practice**
a. **Total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	______ visits per week
b. **Emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	______ visits per week

17. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1988. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary/ Commission (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental Hygienist(s):								
Position #1	☐	$ ______	______	______	______	______	______	______
Position #2	☐	$ ______	______	______	______	______	______	______
Chairside Assistant(s):								
Position #1	☐	$ ______	______	______	______	______	______	______
Position #2	☐	$ ______	______	______	______	______	______	______
		per year	weeks	hours	years	months	years	months

21. For the entire year of 1988, indicate the **total** number of **patients** treated by the **primary practice.**

__________ total patients

22. For the **entire primary practice** during 1988, how long did an **average** patient of record and **average** new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

23. Approximately what percentage of the patients who visited the primary practice in 1988

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $10,000?	______%
$10,000 to 29,999?	______%
$30,000 or more?	______%
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	**100%**
d. were:	
male?	______%
female?	______%
Total	**100%**
e. traveled various distances (from work or home) to your **primary practice** office:	
within walking distance or a 1-10 minute drive or transportation	______%
within 11-39 minute drive or transportation	______%
within 40 or more minute drive or transportation	______%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1988. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiographs)	☐	$______
b. Bitewing radiographs, four films	☐	$______
c. Dental prophylaxis, for adults	☐	$______
d. Pit and fissure sealant, per tooth	☐	$______
e. Topical fluoride treatment (including prophylaxis), child	☐	$______
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$______
g. Fixed unilateral space maintainer	☐	$______
h. Crown (full cast), high noble metal	☐	$______
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$______
j. Periodontal scaling and root planing—per quadrant	☐	$______
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$______
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$______

25. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1988 (annual billing)? $__________

26. What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	______%
c. as direct payment from private insurance carriers?	______%
d. from other sources of payment? Please specify __________	______%
Total	**100%**

27. During 1988, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses

28. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1988? (If no expenses were incurred for specific items, **please** enter zero.)

	Expenses
a. Yearly rent	$______
b. Yearly mortgage (including interest)	$______
c. Total salaries, wages and commissions of non-dentist employees	$______
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$______
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$______
f. Dental supplies	$______
g. Commercial dental laboratory charges	$______
h. Advertising expenses	$______

29. What were the **total professional expenses** of operating the **entire primary practice** during 1988? (This figure should be greater than the sum of the figures in question 28.) $__________

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

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211 East Chicago Avenue
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The Bureau of Economic and
Behavioral Research

The 1989 Survey of Dental Practice

Patients of Dentists in Private Practice

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HIGHLIGHTS

- Specialists, as a group, saw a greater percentage of patients under the age of 15 than did general practitioners. This, however, tends to reflect the higher proportion of orthodontists among all specialists.
- General practitioners saw a greater percentage of patients between the ages of 15 and 64 than did specialists for all the groups of dentists surveyed. Among independent dentists, general practitioners received 63.4% of their patients from this age group, whereas specialists received 50.8%.
- General practitioners saw a greater percentage of patients aged 65 or older. General practitioners reported that 18.6% of their patients were in this age group, compared to 10.7% for specialists.
- Independent specialists estimated that they saw a greater percentage of patients with family incomes in excess of $30,000 than did general practitioners, 54.5% and 45.5% respectively.
- Over one-half of all patients seen by specialists had family incomes that exceeded $30,000.
- Both general practitioners and specialists reported that approximately one-third of their patients were not covered by an insurance program; general practitioners reported 31.7%, specialists 34.7%.
- An average of 42.8% of specialists surveyed reported having no patients whose annual family income was below $10,000. This compares to 23.9% for general practitioners.

INTRODUCTION

This report provides descriptive statistics from the 1989 Survey of Dental Practice on the characteristics of patients of independent dentists in private practice in the United States for the year 1988. Areas covered in this report include patient characteristics such as age, annual family income and insurance coverage.

Please note that statistics are reported only for independent dentists and are analyzed in three catagories: 1) all independent dentists, 2) solo dentists, and 3) independent dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on the responding dentists in that given category. The tables present detailed data broken down by general practitioner and specialty status for each of the three categories. Statistics are based on responses from dentists regarding their entire practice patient load. The data were not gathered from surveys of patients. The data merely describe some access variables, including age, income level, and insurance coverage. Because of this, little can be concluded based on the data regarding, for example, dentists' responses to economic barriers to care.

In order to review the data in this report within a national context, the following statistics are provided. Slightly over 12% of the population in 1988 were 65 years of age or older[1]. The percentage of all families in 1987 with an income of less than $10,000 was 10.8%, including 4.0% under $5,000 and 6.8% between $5,000 and $10,000[2]. In 1987, approximately 100 million persons were covered by private dental insurance[3]; in 1988, 5.1 million received dental benefits through the Medicaid program[4].

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[1] Bureau of the Census, U.S. Department of Commerce.

[2] Money Income of Households, Families and Persons in the United States: 1988; Current Population Reports, Consumer Income Series P-60, No. 166. Bureau of the Census, U.S. Department of Commerce.

[3] American Dental Association, Council on Dental Care Programs and Health Insurance Association of America.

[4] Division of Medicaid Statistics, Health Care Financing Administration, U.S. Department of Health and Human Services.

INDEPENDENT DENTISTS

Among all independent dentists, 61.1% of their patients were between the ages of 15 and 64 years. GP's have a similar percentage of patients between 15 and 64 (63.4%), but specialists report an average of only one-half (50.8%) of their patients in this group.

Nearly half (47.1%) of the patients seen by all independent dentists had annual family incomes of $30,000 or more. Independent specialists as a group estimated that 54.5% of their patients had annual family incomes in this group, while independent general practitioners estimated 45.5% of their patients to be in this group.

Over half (62.2%) of the patients seen by all independent dentists were covered by private insurance programs that paid or partially paid for dental care. However, dentists estimated that nearly one-third (32.3%) of all patients had no insurance coverage.

Half (51.6%) of all independent dentists, reported having no patients who were covered by a public assistance program. The percentages were similar for both general practitioners (51.9%) and specialists (50.2%).

Almost one third (27.2%) of all independent dentists reported having no patients with family incomes under $10,000. The percentage is lower for general practitioners (23.9%) and higher for specialists (42.8%).

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	18.0	1468	38.5	645	21.8	2113
15 TO 64 YEARS OF AGE	63.4	1468	50.8	645	61.1	2113
65 YEARS OF AGE OR OLDER	18.6	1468	10.7	645	17.1	2113
FAMILY INCOME UNDER $10,000	10.1	1350	6.6	559	9.5	1909
FAMILY INCOME $10,000 TO $29,999	44.4	1350	38.9	559	43.4	1909
FAMILY INCOME $30,000 OR MORE	45.5	1350	54.5	559	47.1	1909
COVERED BY PRIVATE INSURANCE PROGRAM	62.7	1452	60.2	632	62.2	2084
COVERED BY PUBLIC ASSISTANCE PROGRAM	5.6	1452	5.1	632	5.5	2084
NOT COVERED BY AN INSURANCE PROGRAM	31.7	1452	34.7	632	32.3	2084

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	2.5	37	6.5	42	3.3	70
15 TO 64 YEARS OF AGE	0.0	0	0.6	4	0.1	2
65 YEARS OF AGE OR OLDER	0.6	9	40.8	263	8.0	172
FAMILY INCOME UNDER $10,000	23.9	323	42.8	239	27.2	530
FAMILY INCOME $10,000 TO $29,999	1.9	26	5.5	31	2.6	50
FAMILY INCOME $30,000 OR MORE	1.2	16	1.3	7	1.2	23
COVERED BY PRIVATE INSURANCE PROGRAM	0.1	1	0.0	0	0.1	1
COVERED BY PUBLIC ASSISTANCE PROGRAM	51.9	754	50.2	317	51.6	1089
NOT COVERED BY AN INSURANCE PROGRAM	0.6	8	1.3	8	0.7	14

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Most (83.0%) patients seen by all solo dentists were under the age of 65. Specialists reported a greater percentage of younger patients, while general practitioners reported a greater percentage of patients in older age categories.

Reflecting the fact that specialists tend to see more young patients than general practitioners do, 46.3% of all solo specialists reported having no patients aged 65 or older. In comparison, only 0.7% of general practitioners reported having no patients in this age group.

Just under one-half (45.7%) of all patients seen by all solo dentists had annual family incomes of $30,000 or more. Specialists estimated that 53.5% of their patients were in this income category, whereas general practitioners estimated 44.2%.

Almost two-thirds (61.6%) of the patients seen by all solo dentists were covered by a private insurance program that provided full or partial payment for dental care. Just under one-third (32.6%) of the patients seen by all solo dentists had no insurance coverage.

Slightly over half (51.0%) of all solo dentists reported having no patients who were covered by a public assistance program. Among solo general practitioners, the percentage was 50.9%, and among specialists, 51.7%.

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	18.1	1086	42.2	434	22.2	1520
15 TO 64 YEARS OF AGE	63.3	1086	48.9	434	60.8	1520
65 YEARS OF AGE OR OLDER	18.6	1086	8.9	434	17.0	1520
FAMILY INCOME UNDER $10,000	10.6	994	6.7	376	10.0	1370
FAMILY INCOME $10,000 TO $29,999	45.2	994	39.8	376	44.3	1370
FAMILY INCOME $30,000 OR MORE	44.2	994	53.5	376	45.7	1370
COVERED BY PRIVATE INSURANCE PROGRAM	62.2	1079	58.9	420	61.6	1499
COVERED BY PUBLIC ASSISTANCE PROGRAM	5.9	1079	5.2	420	5.8	1499
NOT COVERED BY AN INSURANCE PROGRAM	31.9	1079	35.9	420	32.6	1499

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	2.7	29	6.9	30	3.4	53
15 TO 64 YEARS OF AGE	0.0	0	0.7	3	0.1	2
65 YEARS OF AGE OR OLDER	0.7	8	46.3	201	8.5	133
FAMILY INCOME UNDER $10,000	23.9	238	46.0	173	27.6	389
FAMILY INCOME $10,000 TO $29,999	1.8	18	5.3	20	2.4	34
FAMILY INCOME $30,000 OR MORE	1.2	12	1.6	6	1.3	18
COVERED BY PRIVATE INSURANCE PROGRAM	0.1	1	0.0	0	0.1	1
COVERED BY PUBLIC ASSISTANCE PROGRAM	50.9	549	51.7	217	51.0	785
NOT COVERED BY AN INSURANCE PROGRAM	0.6	7	1.4	6	0.8	12

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS GRADUATING SINCE 1980

Nearly two-thirds (61.3%) of all patients seen by independent dentists graduating since 1980 were between the ages of 15 and 64 years.

Like solo dentists and all independent dentists, specialists graduating since 1980 saw a higher percentage of younger patients than did general practitioners. For specialists, 34.8% of patients were of age 14 or younger; the percentage for general practitioners was 19.1%.

Independent dentists estimated that approximately equal percentages of their patients had incomes between $10,000 and $29,999 (44.0%) and over $30,000 (43.7%). The dentists reported that 12.3% of their patients had annual family incomes under $10,000.

Over half (62.1%) of the patients seen by all independent dentists graduating since 1980 were covered by private insurance programs. Conversely, 31.2% of the patients seen by independent dentists graduating since 1980 were not covered by an insurance program.

INDEPENDENT DENTISTS
GRADUATING SINCE 1980

PATIENTS OF DENTISTS
IN PRIVATE PRACTICE

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	19.1	301	34.8	53	20.4	354
15 TO 64 YEARS OF AGE	61.9	301	53.8	53	61.3	354
65 YEARS OF AGE OR OLDER	19.0	301	11.4	53	18.3	354
FAMILY INCOME UNDER $10,000	12.6	285	8.5	48	12.3	333
FAMILY INCOME $10,000 TO $29,999	44.4	285	39.4	48	44.0	333
FAMILY INCOME $30,000 OR MORE	43.0	285	52.1	48	43.7	333
COVERED BY PRIVATE INSURANCE PROGRAM	62.4	302	58.2	51	62.1	353
COVERED BY PUBLIC ASSISTANCE PROGRAM	6.7	302	6.5	51	6.7	353
NOT COVERED BY AN INSURANCE PROGRAM	30.9	302	35.3	51	31.2	353

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

PATIENTS OF DENTISTS
IN PRIVATE PRACTICE

INDEPENDENT DENTISTS
GRADUATING SINCE 1980

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	0.7	2	13.2	7	1.7	7
15 TO 64 YEARS OF AGE	0.0	0	0.0	0	0.0	0
65 YEARS OF AGE OR OLDER	0.3	1	39.6	21	3.6	14
FAMILY INCOME UNDER $10,000	19.3	55	39.6	19	20.9	77
FAMILY INCOME $10,000 TO $29,999	0.7	2	2.1	1	0.8	3
FAMILY INCOME $30,000 OR MORE	1.1	3	4.2	2	1.3	5
COVERED BY PRIVATE INSURANCE PROGRAM	0.0	0	0.0	0	0.0	0
COVERED BY PUBLIC ASSISTANCE PROGRAM	56.3	170	60.8	31	56.7	221
NOT COVERED BY AN INSURANCE PROGRAM	0.3	1	2.0	1	0.5	2

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1989 Survey of Dental Practice (SDP) was a condensed version of the long-form 1988 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1989 SDP was initially mailed in February 1989. Two follow-up mailings to non-respondents occurred in March and April 1989. A telephone follow-up to non-respondents was conducted in May and June 1989. Coding, hand-editing, and computer processing were completed in August 1989. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 67.4%, of specialists, 32.6%.

The weights were computed as follows:

General Practitioner .80/.6739490 = 1.187033
Specialist .20/.3260509 = 0.613401

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1988) practice prior to 1988.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA

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1989 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested

1 Which of the following best describes your **primary and/or secondary occupation(s)** during 1988? (Please circle one response for EACH column.)

	Primary Occupation	**Secondary Occupation**
a Private practice (full- or part-time)	00	00
b Dental school faculty/ staff member	01	01
c Armed Forces	02	02
d Other federal services (e.g., VA, PHS)	03	03
e State or local government employed	04	04
f Hospital staff dentist	05	05
g Intern/resident	06	06
h. Other student	07	07
i Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1988.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1988, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary** practice during 1988), please give information on the practice in which you treated patients for the greatest number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

	Primary Practice	**Secondary Practice**
2 What was the zip code of your practice(s) during 1988?	______	______
	zip code	

	Primary Practice	**Secondary Practice**
3 In what year did you **first** become associated with the primary/secondary practice where you practiced during 1988?	19 ____	19 ____

4 Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

	Primary Practice	**Secondary Practice**
a Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c Shareholder in an incorporated dental practice	3	3
d Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g Other, please specify ______________		

5. Which **one** of the following **best** describes your employment status in the practice(s) during 1988?

	Primary Practice	**Secondary Practice**
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ______________		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1988.

	Primary Practice	**Secondary Practice**
The average number of:		
a. **Total patient visits** per week that **you** treated (**excluding** those with hygienist appointments only)	______	______
	visits per week	
b. **Emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	______	______
	visits per week	

7. Please answer the following about the time **you personally** spent in the practice(s) during 1988.

	Primary Practice	**Secondary Practice**
a. Total number of weeks worked (excluding vacation)	______	______
	weeks	
b. Total number of **hours per week** spent in the practice	______	______
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	______	______
	hours per week	

8. During a typical week in 1988, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)

	Primary Practice Percentage of Time Per Week
a. Diagnostic (exams, x-rays, etc.)	______%
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______%
c. Operative (restoration, amalgams, inlays, etc.)	______%
d. Prosthodontic	______%
e. Endodontic	______%
f. Periodontic	______%
g. Orthodontic	______%
h. Oral and maxillofacial surgery	______%
i. General services (anesthesia, patient management, counseling, miscellaneous)	______%
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1988. ______ minutes

10. What was **your** 1988 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a Your primary practice?	$______
b Your secondary practice (if applicable)?	$______
c Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$______

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1988. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	

12. **Including yourself, please** indicate the number of full- and part-time **dentist positions** in the following practice areas in the **primary practice** during 1988.

	Number of Dentist Positions	
	full-time	**part-time**
a. General practice		
b. Specialty		

13. **Please indicate** the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1988. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a. Dental hygienist(s)		
b. Chairside assistant(s)		
c. Secretary/receptionist(s)*		
d. Dental laboratory technician(s)		
e. Bookkeeper, business personnel		
f. Other, please specify ______		

***Note:** A secretary or receptionist who also provides chairside assistance **at least** 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. For the **entire primary practice** in 1988, please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	**Chairside Assistants**
a. Number of open positions:		
filled in 1988		
unfilled in 1988		
b. Average number of **weeks** position(s) was open		

15. In 1988, what would the practice have paid as a starting salary for new employees with no prior experience in the following auxiliary positions?

	Starting Salary
a. Dental hygienist	$ ______ /hour
b. Chairside assistant	$ ______ /hour

16. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1988. (If no hygienists were employed, skip to question 17.)

______ total visits per week

17. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1988. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	**Annual Salary/ Commission (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Chairside Assistant(s):								
Position #1	☐	$						
Position #2	☐	$						
		per year	weeks	hours	years	months	years	months

18. a. In 1988, **was your primary practice** located in more than one office?

Yes	1
No (Skip to question 19.)	2

b. **If yes, indicate** the number of offices associated with your **primary practice** ______

19. In the **entire primary practice** during 1988:

a. What was the total number of operatories? ______ operatories

b. What was the total square feet of office space? ______ square feet

If you were a solo practitioner during 1988, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1988:

The average number of:	**Entire Practice**
a. **Total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	______ visits per week
b. **Emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	______ visits per week

21 For the entire year of 1988, indicate the **total** number of **patients** treated by the **primary practice.** ______ total patients

22 For the **entire primary practice** during 1988, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

23 Approximately what percentage of the patients who visited the primary practice in 1988

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $10,000?	______%
$10,000 to 29,999?	______%
$30,000 or more?	______%
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	**100%**
d. were:	
male?	______%
female?	______%
Total	**100%**
e. traveled various distances (from work or home) to your **primary practice** office:	
within walking distance or a 1-10 minute drive or transportation	______%
within 11-39 minute drive or transportation	______%
within 40 or more minute drive or transportation	______%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1988. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiographs)	☐	$______
b. Bitewing radiographs, four films	☐	$______
c. Dental prophylaxis, for adults	☐	$______
d. Pit and fissure sealant, per tooth	☐	$______
e. Topical fluoride treatment (including prophylaxis), child	☐	$______
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$______
g. Fixed unilateral space maintainer	☐	$______
h. Crown (full cast), high noble metal	☐	$______
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$______
j. Periodontal scaling and root planing—per quadrant	☐	$______
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$______
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$______

25. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1988 (annual billing)? $______

26. What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	______%
c. as direct payment from private insurance carriers?	______%
d. from other sources of payment? Please specify ______	______%
Total	**100%**

27. During 1988, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1988? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$______
b. Yearly mortgage (including interest)	$______
c. Total salaries, wages and commissions of non-dentist employees	$______
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$______
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$______
f. Dental supplies	$______
g. Commercial dental laboratory charges	$______
h. Advertising expenses	$______

29. What were the **total professional expenses** of operating the **entire primary practice** during 1988? $______
(This figure should be greater than the sum of the figures in question 28.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.